FREIGHT TRAFFIC ISSUE

Shipper Gripe: Tell Us About Delays!

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February 23, 1959

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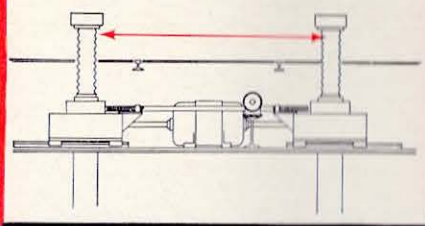

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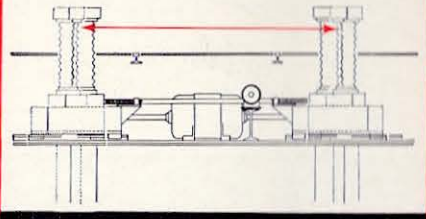

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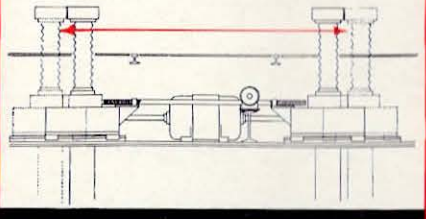

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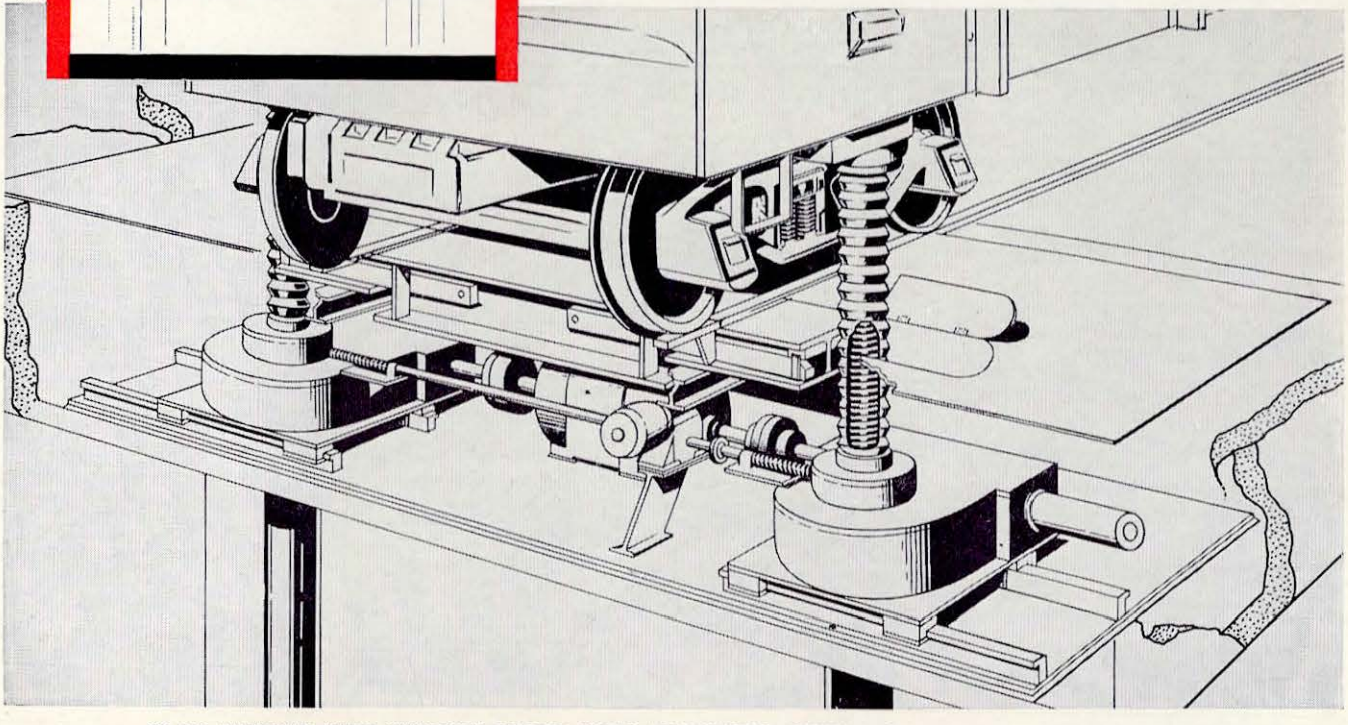

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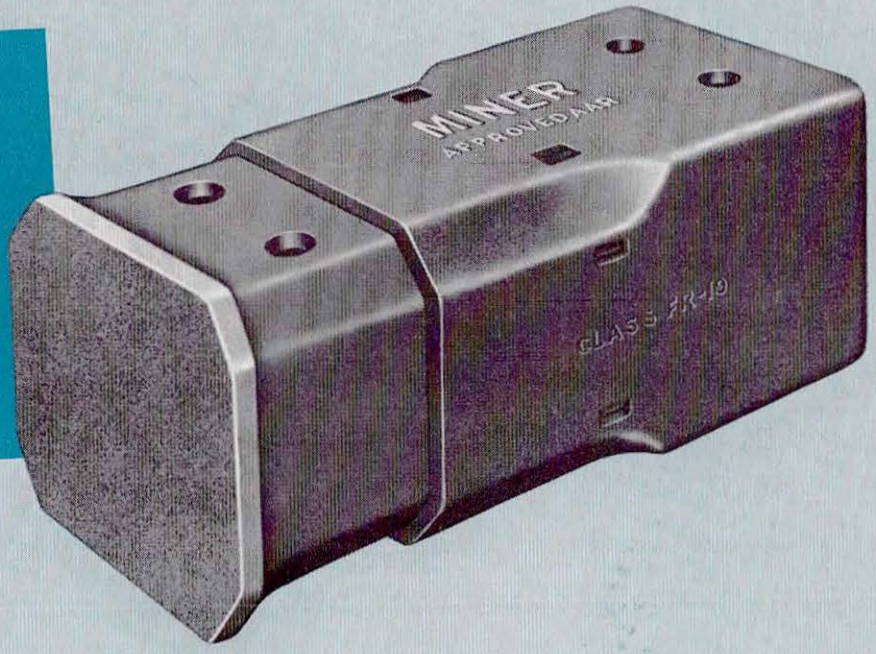

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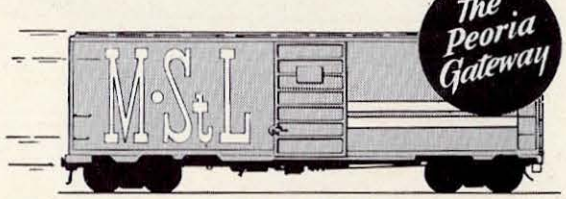
NEW TRAIN

MINNEAPOLIS TO PEORIA						PEORIA TO MINNEAPOLIS					
No. 2			No. 20			No. 1			No. 19		
Lv.	Minneapolis	5:30 P	Lv.	Minneapolis	5:30 A	Lv.	Peoria	12:30 P	Lv.	Peoria	2:15 A
Ar.	Marshalltown (CGW, C-NW)	12:30 A	Ar.	Marshalltown (CGW, C-NW)	12:10 P	Ar.	Nemo (Santa Fe)	3:15 P	Ar.	Nemo (Santa Fe)	5:00 A
Ar.	Hedrick (Milwaukee)	3:05 A	Ar.	Hedrick (Milwaukee)	———	Ar.	Monmouth (CB&Q)	3:50 P	Ar.	Monmouth (CB&Q)	———
Ar.	Brighton (Rock Island)	3:40 A	Ar.	Brighton (Rock Island)	———	Ar.	Brighton (Rock Island)	6:00 P	Ar.	Brighton (Rock Island)	———
Ar.	Monmouth (CB&Q)	5:45 A	Ar.	Monmouth (CB&Q)	———	Ar.	Hedrick (Milwaukee)	6:50 P	Ar.	Hedrick (Milwaukee)	———
Ar.	Nemo (Santa Fe)	6:15 A	Ar.	Nemo (Santa Fe)	6:15 P	Ar.	Marshalltown (C-NW, CGW)	10:15 P	Ar.	Marshalltown (C-NW, CGW)	12:15 P
Ar.	Peoria (NKP, NYC, TP&W-PENN. C&IM-B&O, C&IM-WABASH)	8:30 A	Ar.	Peoria (NKP, NYC, TP&W-PENN. C&IM-B&O, C&IM-WABASH)	8:30 P	Ar.	Minneapolis GN, NP, Soo, Milwaukee	5:00 A	Ar.	Minneapolis GN, NP, Soo, Milwaukee	6:45 P



M·St L IS ***GOING*** PLACES!

The MINNEAPOLIS & ST. LOUIS RAILWAY Co.

RAILWAY AGE *weekly* February 23, 1959 • Vol. 146, No. 8

Week at a Glance

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New volume rates before ICC ..... p. 9

In their effort to retain $10,400,000 worth of coal traffic by offering volume rates, railroads have won the support of an ICC examiner. He has advised the Commission to sanction rate reductions of 35 cents a ton conditioned on volume.

Management 'featherbed'? p.10

Railroad labor unions contend that if there's any featherbedding to be found in the industry, it exists on the executive level—not among rank-and-file employees.

Why ADM ships 80% by rail p.16

The firm's traffic executives have definite ideas about railroad rates and services. They've told a Railway Age editor just what they like and don't like.

Rail-truck service speeds livestock p.24

Prospects seem good for rebuilding a heavy livestock traffic on the railroads. The new rail-truck tieup was first proposed by the Burlington.

Shipper gripe: Tell us about delays! p.28

Failure of carriers to notify shippers and consignees about delays is a basic cause of annoyance among industrial traffic managers.

Stop your oil spillage losses p.38

A new refueling system has been developed. It pays for itself out of what it saves.

ICC interprets new rate rule p.49

The Commission has ruled that the rate-freedom provision in the 1958 Transportation Act is only an additional guide, to be considered on a parity with other rate-making standards already existing in the Interstate Commerce Act.

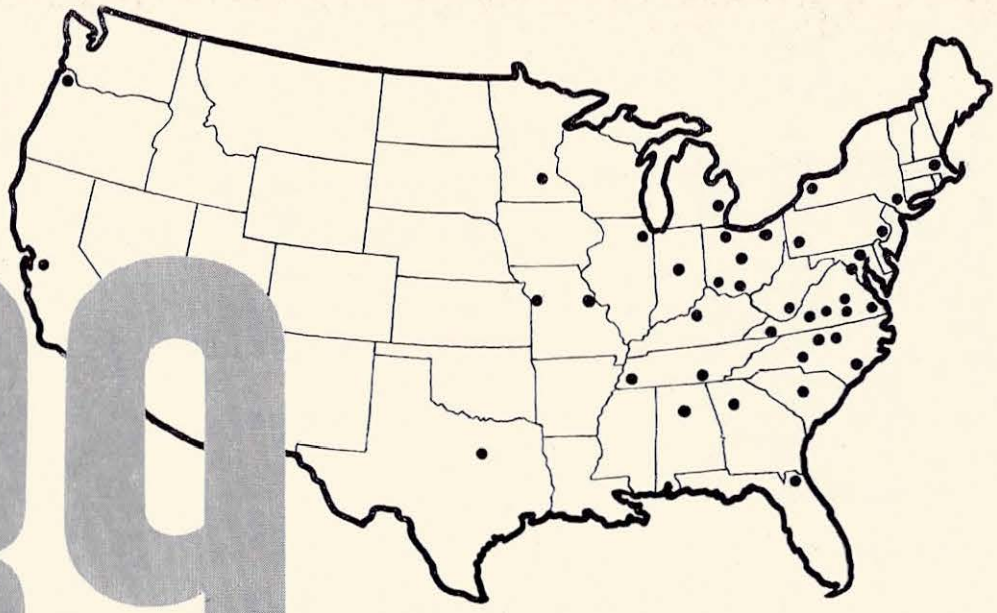
The Action Page—Big step forward by AAR p.58

Railroads are united, for the first time, in an effort to modernize their working rules. Money saved by the reform would help put men to work to repair cars and track.

Short and Significant

Millions of dollars 'now wasted' . . .

may be saved by the railroad industry if the ICC's decision in



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TRAFFIC OFFICES TO SERVE YOU

There's a Norfolk and Western freight traffic Sales and Service representative near you, for the sole purpose of serving you.

A telephone call will bring him to your office promptly, and you will find him eager to go to work on your shipping problem. Whatever your needs may be — whether they involve rates, routes, schedules, or other shipping matters — you can depend on him . . . as if he were a member of your own traffic team.

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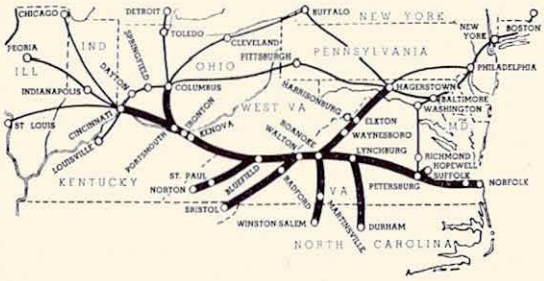

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Week at a Glance CONT.

Current Statistics

Operating revenues	
12 mos., 1958	$ 9,564,075,782
12 mos., 1957	10,506,244,265
Operating expenses	
12 mos., 1958	7,543,878,732
12 mos., 1957	8,237,720,185
Taxes	
12 mos., 1958	957,197,202
12 mos., 1957	1,069,845,890
Net railway operating income	
12 mos., 1958	761,744,586
12 mos., 1957	923,284,629
Net income estimated	
12 mos., 1958	602,000,000
12 mos., 1957	740,000,000
Average price 20 railroad stocks	
Feb. 17, 1959	107.01
Feb. 18, 1958	70.00
Carloadings revenue freight	
Six weeks, 1959	3,307,623
Six weeks, 1958	3,248,993
Freight cars on order	
February 1, 1959	29,470
February 1, 1958	48,787
Freight cars delivered	
1 month, 1959	1,940
1 month, 1958	7,219

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the Great Northern train-abandonment case indicates Commission policy from now on, says ERPC Chairman David I. Mackie. While the principal feature of the decision is the Commission's disclaimer of authority to impose employee-protection provisions, Mr. Mackie thinks it also has other implications favorable to the railroad program of tailoring passenger service "to what the public wants and will buy."

A system-wide strike against the L&N . . .

has been headed off by extension of a temporary restraining order until May 18. The BLE, BLF&E, ORC&B and BRT had threatened to walk out in a dispute over computation of back pay owed BLF&E member who was fired by L&N and later ordered reinstated by the National Railroad Adjustment Board.

Car reporting system linking 69 yards . . .

is being installed on the Baltimore & Ohio. Soon to be in service on a system-wide basis, it uses Teletype and punch card machines for reporting car and train movements. This car reporting network will later be tied in with B&O's Datamatic computer, which will digest the information for car accounting and freight revenue purposes. The giant computer, first used for payroll processing, is scheduled to begin operations this month.

Five Great Lakes steamship lines . . .

have filed tariffs with the ICC on joint rail-lake rates on coal from Midwest fields to ports on Lake Michigan and Lake Superior. The rail carrier involved: Chicago & Eastern Illinois, which last year negotiated the first such joint tariff with Gartland Steamship Co.

State Office of Transportation . . .

will be a new arm of New York State government as soon as Governor Rockefeller signs a bill passed by the state legislature last week. A similar bill establishing a state Division of Railroad Transportation was passed by the New Jersey Legislature earlier in the week. The objective in each case is to find a solution to the New York area commuter problem. Governor Rockefeller, who indicated earlier that he does not favor joint action with New Jersey (RA, Feb. 16, p. 7), told newsmen that the new agency might lead to rail tax relief, based on individual situations in the state.

Western passenger traffic officers . . .

won't get down to joint discussion of the increasingly complicated fare structure until Feb. 25. Their session, originally scheduled for Feb. 9, was set back "on request." Petitioners for the postponement weren't identified.

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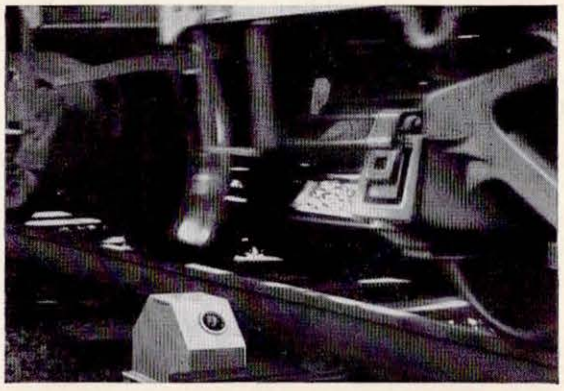

New Volume Rates Before ICC

Examiner advises Commission to approve reductions, already in effect, which are holding coal traffic that would be lost if proposed mine-mouth generating plant is built.

► **The Story at a Glance: The railroads' growing habit of tailoring rates to shipper needs and meeting competition as they find it has been pointed up again in an examiner's report advising the ICC to approve continuance of a new volume-rate plan.**

The rates have been in effect since August 1, 1958, but they have remained under investigation. They have kept coal moving to major generating plants of the Virginia Electric & Power Company, which, without incentive rates, proposed to build a mine-mouth plant and thus end its dependence on rail transportation.

The examiner, Burton Fuller, says the proposal marks "the first instance where so-called volume rates, conditioned on shipment of an aggregate tonnage during a given period, have been proposed on interstate commercial shipments to meet the competition created by the proposed transmission of electrical energy from the mine mouth."

The volume rates are published by the Pocahontas lines and their connections from mines in the Southern Appalachian Field in Kentucky, Virginia and West Virginia to six Virginia points, including Norfolk and Richmond, where the power company's major generating plants are located.

The rates are 35 cents lower than corresponding rates on other bituminous coal. To retain them, the power company must supply proof monthly that its coal is continuing to move at an annual rate of 1,500,000 tons from one or more of the many origin points named in the tariff to generating plants at one or more of the named destination points.

Much traffic is at stake. It is running at an annual rate of 2,500,000 tons, the annual revenue being about $10,400,000 on the basis of the average ($4.15 per ton) of the volume rates.

Moreover, it is a growing business. The power company's receipts of coal by rail have practically doubled in the past 10 years and "even more rapid expansion is expected in the future," the examiner said.

In recommending approval of the volume rates, he advised the Commission that multiple-car rates, like those approved in water-competitive situations, would not meet the competition here presented. He explained:

"The ordinary type of multiple car rate would not be satisfactory to the utility, since it would require major changes in its purchasing and operating practices. Such a rate would not permit the purchase of coal from numerous small mines and would not permit volume shipments to generating plants placed on a stand-by basis during periods of less than peak demand. A large number of mines, both large and small in size, and large geographical area are involved. A restriction which would require keeping track of billing over such a large area on the 10 original railroads would be a tremendous task and would entail a great amount of bookkeeping by the operating departments of the various railroads."

All such difficulties are avoided, the examiner pointed out, by the present arrangement "which has worked out well in practice." Once a month a representative of the Southern Weighing and Inspection Bureau calls at the power company's general office in Richmond to examine its records of coal receipts. After determining that the minimum volume requirement has been satisfied, the inspector notifies the railroads that they are authorized to apply the volume rates during the succeeding month.

The volume requirement, spelled out, puts the cut-rate shipments on a month-to-month basis. It provides that they may be continued for another month when it is proved that 1,500,000 tons were shipped in the 12 months ended

(Continued on page 53)

Shippers Co-Op Using Plan IV

A West Coast shippers cooperative is saving time and money through a Plan IV piggyback operation which may soon become transcontinental in scope.

Members of California Shippers Associates are now getting inbound shipments trucked from East Coast points to Chicago and routed TOFC via Santa Fe west of Chicago. It's expected that the piggyback service will be extended to New York and Boston with direct cars routed into both Los Angeles and San Francisco.

Loading stations would be on the Erie at New York and the New Haven at Boston, as well as on Santa Fe at Chicago.

Under the Plan IV set up (shipper providing both trailer and flat car) CSA is leasing equipment from Associations Trailer Car Co., also a California firm.

West-bound, traffic is merchandise consigned to some 65 CSA members, all mercantile firms. For the return movement, equipment is leased to freight consolidators in order to avoid heavy empty-trailer mileage in getting the cars and trailers back to eastern points.

CSA is planning to expand its supply of both flat cars and trailers next month. Twelve Clejan-type flat cars are now under construction by General American for lease to ATCC. Equipment now in use, it's indicated, has been obtained by ATCC from various sources, including General American, Pullman-Standard, and several railroads.

CSA estimates its savings under Plan IV at 15 to 35 per cent under current freight charges. The advantage may be even greater, taking into consideration the low TOFC loss and damage factor.

Management 'Featherbed'?

► **The Story at a Glance: Twenty-one railway labor unions have told the Interstate Commerce Commission that "if there is any single 'featherbedding' in the railroad industry, it is in management, which requires more and more executives to supervise less and less employees."**

Railroad management, meanwhile, remains firm in its intention to press the "featherbedding" issue, has picked up impressive support in what is shaping as a battle for public opinion.

Stung by management's charges of a $500-million-a-year "featherbed," railway labor got in a counter-punch last week:

The real "featherbed," declared the Railway Labor Executives' Association, exists on the management level—not among rank-and-file employees.

The RLEA, representing 21 railway labor organizations, made the charge in a brief filed with the ICC in reply to management's "comments" on Examiner Howard Hosmer's passenger deficit report.

The union's brief was not a direct reply to AAR President Daniel P. Loomis' now-famous "featherbedding" speech in St. Louis (RA, Feb. 16, p. 9) —but the RLEA's press release on the brief concentrated heavily on the "featherbedding" issue raised by Mr. Hosmer.

The railroads had contended, in their "comments" on the Hosmer report, that a principal factor in the passenger train deficit has been the inability of labor and management to arrive at terms "that permit economical and efficient passenger train service," and that the bases of pay are "archaic and outmoded."

Said the RLEA in reply:

"These 'comments' of the railroads on this phase of railroad operations are without foundation in fact, and are simply a part of a continuing propaganda campaign based on the apparent theory that repetition will give the statements credence."

"Some 60 years ago, in 1898," the RLEA went on to say, "there were approximately 850,000 rail employees. Today there are about the same number. Yet, that number of employees in 1958 is providing almost five times as many ton-miles of transportation and almost twice as many passenger miles."

The RLEA contended that the causes of the passenger train deficit "must be found elsewhere than in the alleged high wages of rail employees," and added:

"One of these 'elsewheres' is in the top-heavy and archaic management structures of the railroads. In 1923, when the Class I railroads had approxi-

(Continued on page 12)

Watching Washington *with Walter Taft*

• **TEST CASE** to which carriers and the public are looking for demonstration by the ICC as to what may be expected in inter-carrier competitive rate regulations—that's what the National Industrial Traffic League is telling the Commission about the so-called paint case, the first proposal to come out of the eastern railroads' rate-research program. The league is supporting the railroads. They are opposed by competing truckers.

THE OUTCOME may well influence the extent to which they can reverse the "alarming downward trend in their participation in intercity freight traffic," the railroads are telling the Commission. They concede that the proposed rate cuts might hurt truckers, but insist that "in no true sense" will they constitute an "unfair or destructive practice." This, the claim, is an "inescapable" conclusion under the 1958 Transportation Act's rate-freedom provision.

COMMISSION FINDINGS sought by the railroads include one holding that out-of-pocket costs provide the proper base for measuring the compensatory character of proposed railroad rates. The Commission did not dispose of that issue in its first formal interpretation of the new rate-freedom rule. The interpretation came in the case involving competitive rail and truck rates on petroleum products (see p. 49).

• **TRANSPORT STUDY RESOLUTION** may clear the Senate Committee on Rules this week. Adoption by the Senate is expected to follow promptly. The Resolution, S.29, provides $290,000 for continuance, by the Interstate Commerce Committee, of the study authorized last year. It is concerned mainly with problems left untouched by the 1958 Act, including such issues as user charges on publicly-provided transport facilities and the railroads' call for more freedom to operate other modes of transport.

COMMERCE DEPARTMENT STUDY, announced in President Eisenhower's budget message, is also getting under way. Secretary Strauss says its basic purpose will be "to explore feasible ways to reduce or eliminate subsidies and to recommend action needed to make transportation self-supporting, vigorous and dynamic."

• **PRICES PAID BY RAILROADS** for fuel, materials and supplies are still going up. The AAR's latest quarterly index, at 143.9, records a second successive rise. The index is for January, and it compares with October's 141.6. The latter interrupted a downtrend which had persisted for four quarters. The index is based on average mid-year spot prices of the 1947-49 period as 100.

Biggest increases of the October-January period were in prices of fuel. The fuel index rose nearly 5 points—from 116.8 to 121.7. This accounts for most of the 2.3-point rise in the general index. The index which excludes fuel rose less than one point.

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The services we perform are useful to industry, to the localities we serve, and to the Burlington. They're part of an over-all pattern of helpful neighborliness which makes each of us proud to say...

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Fort Worth and Denver Railway

BURLINGTON LINES · *Everywhere West*

MANAGEMENT 'FEATHERBED'? *(Continued from page 10)*

mately 1,800,000 employees, they had 16,000 employees at the management level. In 1958, when rail employment had dropped to less than half its 1923 level, the number of 'managers' has remained almost constant. Significantly, the proposed report as well as the respondents' exceptions are silent on this aspect of rail operation."

In their comments on the proposed report, the railroads urged the ICC to recommend the appointment of an impartial "high-level" committee or commission to study the existing wage and operating contracts of railroad labor. A similar proposal was made by Mr. Loomis, who invited the unions to join management in requesting the White House to appoint such a commission to study "featherbedding."

The RLEA, objecting to this proposal, said the ICC "has no jurisdiction" to recommend the creation of such a high-level authority and "can accept such a proposition only by buying the carriers' propaganda on this subject."

RLEA leaders were meeting in Miami Beach, Fla., last week, but no formal reply to Mr. Loomis' commission proposal was expected immediately. Similarly, it may be some time before the unions come up with a point-by-point reply to Mr. Loomis' charges.

One thing was clear last week: management is in dead earnest about pressing the long-suppressed "featherbedding" issue. Mr. Loomis' speech was no mere trial balloon.

One leading railroad spokesman—David I. Mackie, chairman of the Eastern Railroad Presidents Conference—saw a hard fight ahead:

"Make no mistake about it—the railroads are going to be in a disadvantageous position in fighting this thing. Some union leaders are going to be reasonable; we hope many will be.

"The public will probably be told that managements want to take the men's 'hard-won rights' from them, that this is an attack by corporations on human beings, and so on. Actually, it is a fight to stop paying for work not done . . . It is our hope that in the interests of the country and of the railroad employees, as well as the railroads themselves, the President will go ahead and name . . . a commission with instructions to prepare an independent and objective appraisal. This should be ready well in advance of any transportation crisis; otherwise, we may have economic disruptions and personal hardships that would make the public's difficulties during the recent airline strikes seem trivial."

Mr. Mackie made the statement in an address before the National Conference of Non-Profit Shipping Associations in Washington.

First public reaction to Mr. Loomis' speech, as represented by the nation's press, was heavily on the side of management.

A sampling of editorial reaction:

The Boston Herald: "What Mr. Loomis is saying is that the railroads are now ready to fight to the bitter end, even if the bitter end is a nationwide strike, provided they can be sure of public support . . . The railroads ought to have that assured support. The public ought to settle for nothing less than a full day's work at a necessary job by every man on the railroad payrolls."

Chicago Sun-Times: "The Communist world has no featherbedding. It is working like fury to beat America. The Red Chinese are driving their minions 24 hours a day. This country needs greater productivity. More productivity will bring more real buying power. The . . . Loomises of industry deserve the support of all Americans in their efforts to help American workers by fighting inflation."

New York Herald-Tribune: "The rail unions' reaction to the Loomis ideas was generally unfavorable. That, of course, was to be expected. But if featherbedding is all that the railroads say it is—which doesn't come in for dispute—how can the unions defend something that is undercutting their livelihood?"

Philadelphia Bulletin: "Hundreds of manufacturing concerns in the U.S. have displaced men by machines and have thereby lowered their labor costs. This has meant the hardship of a shift in jobs for many workers. But it is an injustice that the railroads should be singled out as the only industry that is prevented from reducing its costs of operation."

Washington (D.C.) Star: "Obviously, railway labor has a stake in the economic health of its own industry. It would be serving its own interests, along with the national welfare, by supporting steps to make the work rules compatible with today's streamliners rather than with the 'iron horse' styles of 40 years ago."

'Featherbedding' as Railroad Management Sees It

► Three engine crews are required for a seven-hour run between Minneapolis and Chicago. Under the 100-mile basic-day wage rule, this costs the railroad four basic days' wages for only 8 1/2 hours' work—including all on-duty time.

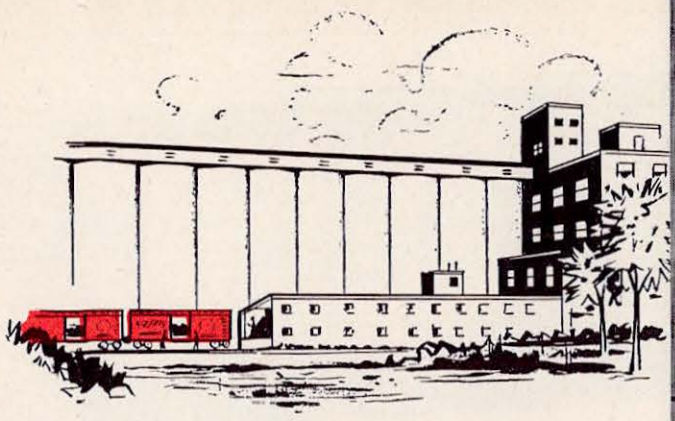
► An engineer who pilots a passenger train between New York and Washington collects 2 1/4 basic days' pay for a run of about 4 hours over 225 miles of track. After a few hours' layover, he brings the train back to New York the same day. Thus, he collects 4 1/2 basic days' pay for a little over 8 hours' actual work spread over about 14 hours.

► A train uses two train crews between Boston and New York, with each making a round trip the same day between New Haven and the terminal cities. The engineer assigned to the Boston-New Haven segment is on duty a little more than 9 hours on his round trip. He puts in only 6 hours of actual running time, for which he receives more than 3 basic days' pay.

► Here's how the dual basis of pay works out in the case of a fast freight running between St. Louis and New York on a schedule of 34 hours and 30 minutes: Seven full crews put in 44 hours and 15 minutes, but get paid for 86 hours and 6 minutes—or almost double the actual time worked.

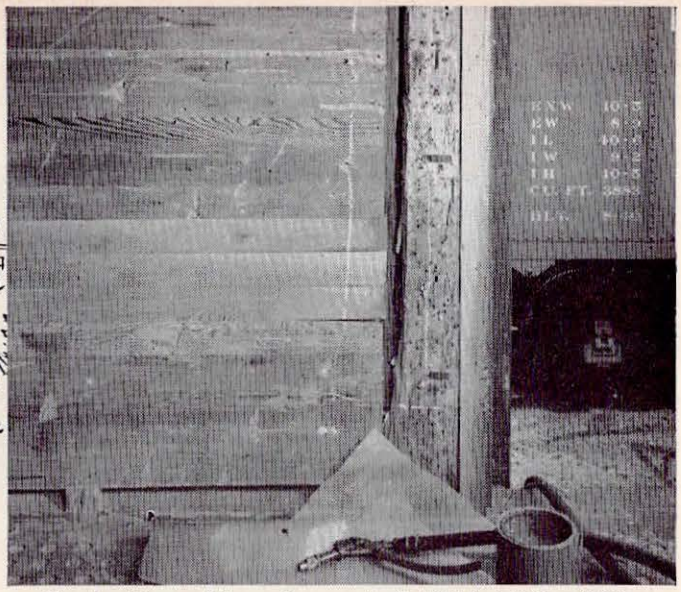
► Railroads point to numerous cases of waste resulting from the sharp division between yard and road duties. Example: A switch engine foreman spent 10 minutes throwing a switch for an incoming passenger train. For the 10 minutes he got an extra day's pay at yard rates.

► Railroads estimate that "excess crew" laws cost them $50,000,000 a year in wasted pay. Sixteen states have such laws, and 7 others empower public commissions to regulate the size of train crews. One fast westbound freight stops every day at Breckenridge, Minn., not to pick up cars but to take on a third brakeman. Two brakeman are enough across Minnesota but North Dakota has an "excess crew" law. Just over the Montana line, the train stops and lets one of the unnecessary brakemen off. Two brakemen are enough across Montana and Idaho, but as the train nears the Washington border, a third brakeman again is added since Washington also has an "excess crew" law.

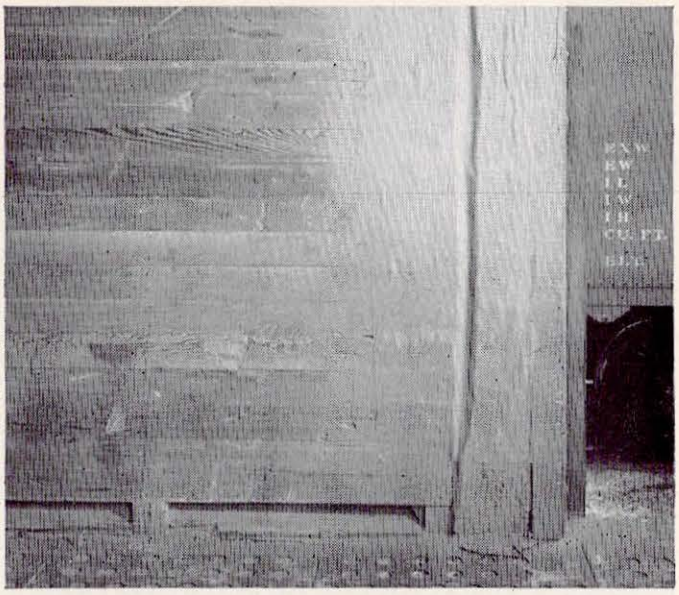


Minneapolis & St. Louis Railway reports:

8 to 10 Extra Flour Cars every day with ADM Freight Liner 810



Here is evidence of the results you get with ADM Freight Liner 810 in boxcars. Top picture is before treatment.



Smooth, tight interior with full sanitary protection is shown in bottom picture. The finished job dried in minutes.

Sacked flour must be shipped in boxcars with clean, smooth linings . . . free from rough or broken areas, grease and oil stains. The flour millers in Minneapolis have trouble getting enough top grade cars; rejections run high.

The Minneapolis & St. Louis Railway Company, using the ADM Freight Liner System, has substantially increased the number of flour cars it supplies to Minneapolis mills. The M • St. L. is now providing eight to ten *extra* flour cars each day . . . eight to ten *extra revenue* cars. And it has not had a single Freight Liner-treated car rejected.

Like 30 other U.S. railroads that have upgraded more than 80,000 cars with Freight Liner in the last two years, the Minneapolis & St. Louis finds Freight Liner ideal when sealed, smooth interiors are a must.

The plastic-and-fiberglass treatment seals rough or broken walls and corners with a smooth, tough surface that is moisture-proof and easy to clean. And the plastic alone seals off oil and grease spots. The Pure Food and Drug Administration approves ADM Freight Liner 810 for shipment and storage of foodstuffs.

Let ADM technical service personnel show you how economical and easy-to-apply Freight Liner can solve your high-grade lading problems. For a demonstration on your cars, write, wire or phone ADM Freight Liner System, Archer-Daniels-Midland Company, 732 Investors Building, Minneapolis 2, Minn. (Federal 3-2112).

Archer-Daniels-Midland

732 INVESTORS BUILDING,
MINNEAPOLIS 2, MINNESOTA

ADM PRODUCTS: Linseed, Soybean and Marine Oils, Synthetic and Natural Resins, Fatty Acids and Alcohols, Vinyl Plasticizers, Hydrogenated Glycerides, Sperm Oil, Foundry Binders, Bentonite, Industrial Cereal, Vegetable Proteins, Wheat Flour, Dehydrated Alfalfa, Livestock and Poultry Feeds.

Roller bearings keep rolling longer with

NEW GULFCROWN R.R.

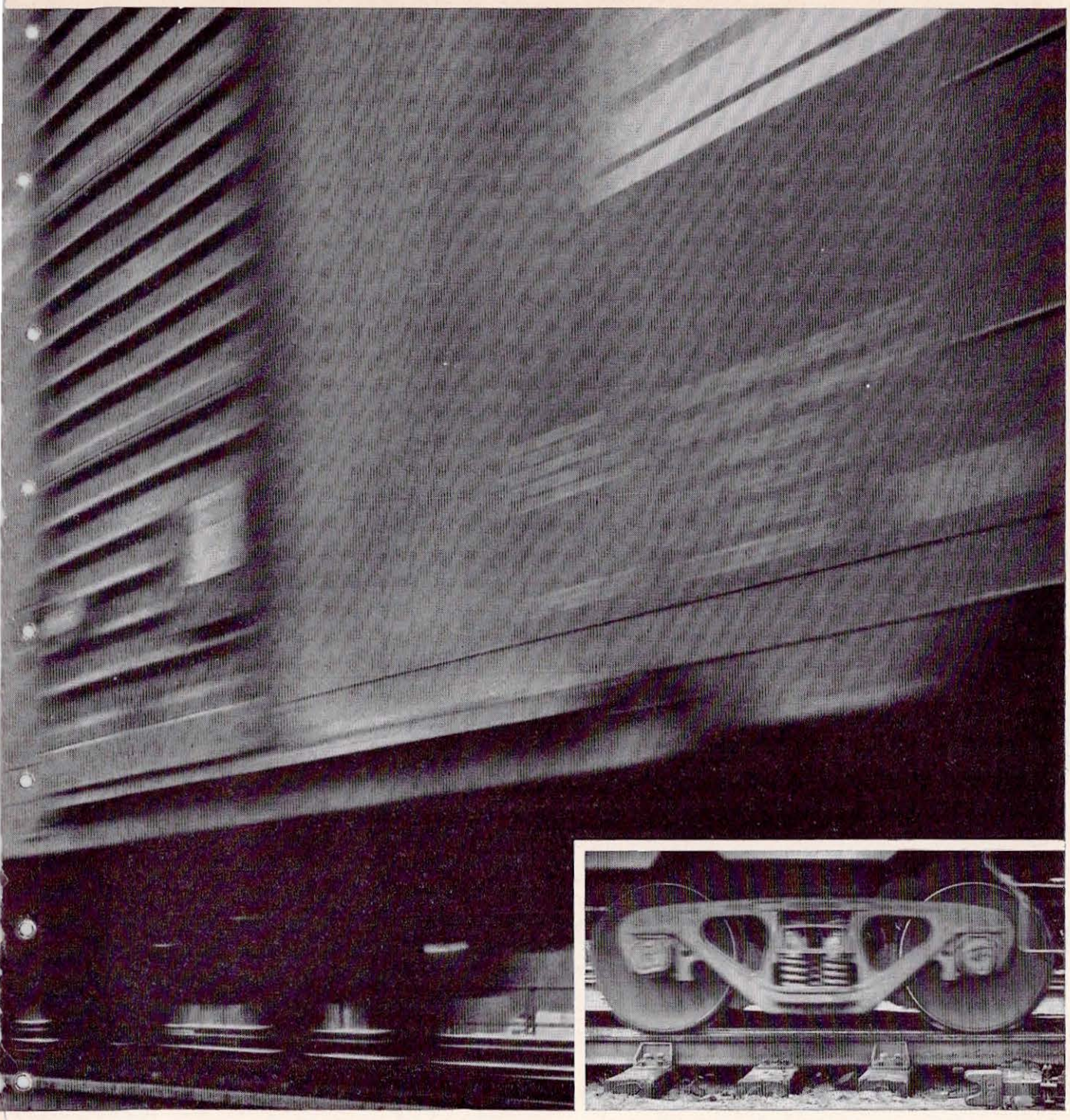
Now you can insure extra protection for your investment in roller bearing equipped railroad cars, with a new Gulf grease developed specifically for this purpose.

New Gulfcrown R.R. is a lithium base grease especially formulated for improved lubrication of roller bearing journals. It has been tested and approved under A. A. R. Specification No. M-917-56.

Stands up at high temperatures. New Gulfcrown R.R. has been used successfully in bearings operating at temperatures as high as 250° F.

Pumps freely at low temperatures. Gulfcrown R.R. Grease doesn't become hard or unworkable, even at temperatures as low as 0° F.

Won't thin out at high speeds. Its excellent mechanical stability keeps Gulfcrown R.R. from thinning out under the churning action of high speed bearings.



GREASE!

Resists washing action of water. Gulfcrown R.R. also provides effective protection against rust.

Excellent oxidation stability. New Gulfcrown R.R. Grease is effectively inhibited against oxidation to insure long life, both in storage and in use.

Gulfcrown R.R. Grease is available now in 35 lb. pails, 100 lb. drums and 400 lb. drums. Let us prove that you will get more effective roller bearing protection—and reduced maintenance costs—with this outstanding new grease. Write or phone your nearest Gulf office.

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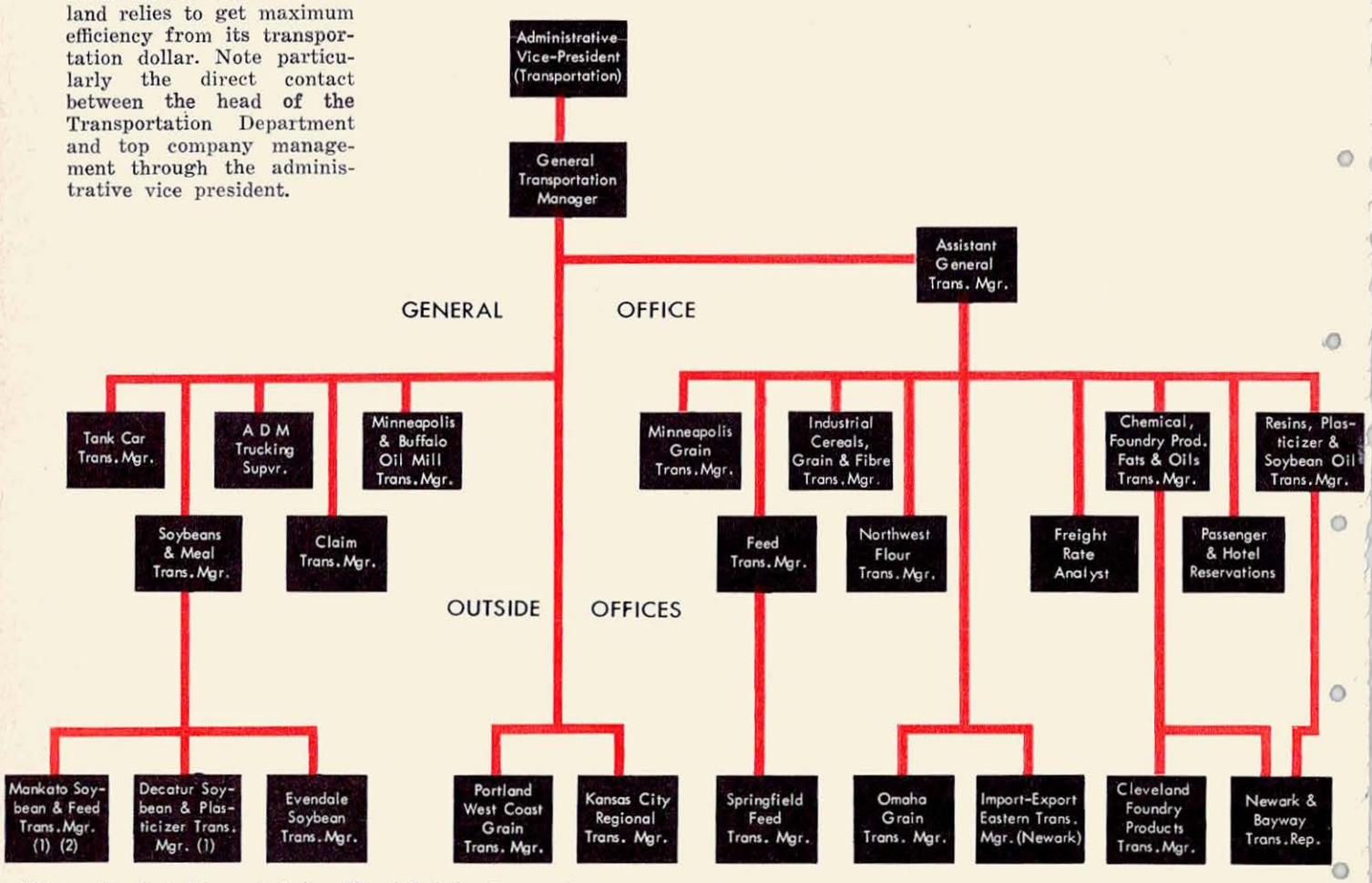
Dept. DM, Gulf Building
Pittsburgh 30, Pa.

GULF

GULF MAKES THINGS RUN BETTER!

THIS is the organization on which Archer - Daniels - Midland relies to get maximum efficiency from its transportation dollar. Note particularly the direct contact between the head of the Transportation Department and top company management through the administrative vice president.


Administrative Vice-President (Transportation)
General Transportation Manager
Assistant General Trans. Mgr.
GENERAL OFFICE
Tank Car Trans. Mgr.
A D M Trucking Supvr.
Minneapolis & Buffalo Oil Mill Trans. Mgr.
Minneapolis Grain Trans. Mgr.
Industrial Cereals, Grain & Fibre Trans. Mgr.
Chemical, Foundry Prod. Fats & Oils Trans. Mgr.
Resins, Plasticizer & Soybean Oil Trans. Mgr.
Soybeans & Meal Trans. Mgr.
Claim Trans. Mgr.
Feed Trans. Mgr.
Northwest Flour Trans. Mgr.
Freight Rate Analyst
Passenger & Hotel Reservations
OUTSIDE OFFICES
Mankato Soybean & Feed Trans. Mgr. (1) (2)
Decatur Soybean & Plasticizer Trans. Mgr. (1)
Evendale Soybean Trans. Mgr.
Portland West Coast Grain Trans. Mgr.
Kansas City Regional Trans. Mgr.
Springfield Feed Trans. Mgr.
Omaha Grain Trans. Mgr.
Import-Export Eastern Trans. Mgr. (Newark)
Cleveland Foundry Products Trans. Mgr.
Newark & Bayway Trans. Rep.

(1) Responsible also to Minneapolis Soybean Oil and Plasticizer Transportation

(2) Responsible also to Minneapolis Feed Transportation

Why ADM Ships 80% by Rail

Archer-Daniels-Midland Company, Minneapolis, is a big railroad customer—200,000 cars a year. Highly diversified, with 156 mills, elevators and mines, plus 60 warehouses, ADM's traffic department spends $35 million a year for all types of transportation.

The firm's traffic executives have some definite ideas about railroad rates and service. They laid them on the line in this interview with a Railway Age editor.

"Our company grew up with the railroads. Every one of our plants has rail facilities. We still give the railroads 80% of our total traffic—over 200,000 carloads a year.

"But today, to stay in business, we have to face the competitive facts of life. We think it's high time railroads did the same thing, especially in their rate-making policies and procedures. Otherwise, we will have no alternative but to route an increasing portion of traffic by highway or by water."

That's no mere frivolous complaint, nor is it a querulous one. It's a simple statement of fact, made in a spirit of hopefully constructive criticism by the top transportation officers of Archer-Daniels-Midland Company, of Minneapolis.

It's well worth attention by traffic-hungry railroads. The proof is the fact that these same ADM transportation executives are responsible for moving raw materials and more than 1,000 processed products in and out of 156 different mills, elevators and mines, and more than 60 warehouses, by every available mode of transportation. Theirs is an operation of almost infinite variety. And it's one of considerable magnitude. ADM's gross payments to carriers of all types run to around $35,000,000 a year.

It's constructive criticism that's worth attention, too, because ADM transpor-

tation men have great respect for the railroads . . . give them credit for much postwar technological progress. "They have made big technical strides with their new locomotives, equipment and modern yards," says E. A. Olson, administrative vice president, who has general responsibility for transportation and many other staff functions.

"Although we have received some rate adjustments from railroads this past year," Mr. Olson continues, "the number is small in comparison with those that should be made immediately. This would make railroads more competitive with other modes of transportation."

Service Generally Good

General Traffic Manager Wesley C. Newman and his assistant, John B. Deininger, echo Mr. Olson's views. Service, they say, is generally good, with only three serious flaws. These they list as:

- The perennial "short supply" of Class A box cars, suitable for loading bagged materials, such as flour;
- A continuing high claim ratio on these same bagged materials—usually attributable, in their opinion, to necessary use of substandard equipment; and
- Length of time required to get a loaded car into a road train and on its way. This situation, in Mr. Newman's experience, is particularly acute in major terminals, and where a car loaded on the lines of one railroad has to be switched to another for road movement. "I've known cases," he says, "where it took as long to get a car out of the Twin Cities as to move it from there to Seattle."

Important as these shortcomings may be in individual cases, however, they are apparently less serious to ADM, on an overall basis, than matters of rates and rate-making procedure—especially the latter. As Mr. Newman puts it:

"It's almost impossible to get a rate adjustment through in less than three months. It frequently takes longer, even in instances where the railroads may be fundamentally willing to make it. In a competitive situation, you just can't wait that long. You may be forced to use some other method of transportation. And once the railroads lose traffic, it's mighty hard for them to get it back. It may be gone for good."

He thinks, in other words, that railroads in self-defense must shorten their cumbersome adjustment procedures if they are to retain even their present place in today's highly competitive transportation market. A lower general rate level—if attainable—would help, he agrees, by reducing the necessity for competitive adjustments. But the overall level of rates seems to be less important to ADM than speedy adjustment of specific rates to fit particular situations.

What this means, in practical effect, is clearly indicated by the fact that ADM is, right now, installing truck facilities at its soybean processing plant in Decatur, Ill. That plant alone accounts for about 10% of ADM's total rail traffic—some 20,000 cars a year in and out. Up to now, Mr. Newman believes, it was the only big soybean plant in the United States without a truck dump. But it is due to lose that distinction within 60 days. "We just had to come to it, for competitive reasons," he says.

"Competitive factors" can, understandably, mean a lot to a company like Archer - Daniels - Midland, which necessarily has to sell many of its products on a high-volume, low-profit-margin basis. A fraction of a cent a pound, in costs or in freight rates, means the difference between profit and loss.

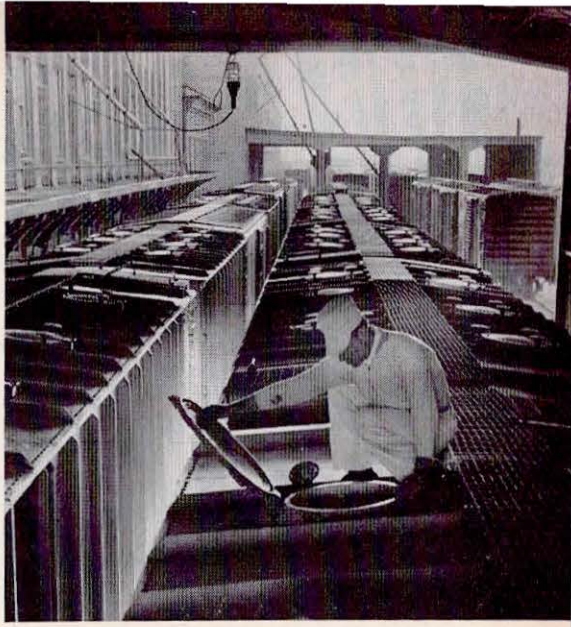
Cost Is Vital

That's why fast rate adjustments are so important. And it's why ADM considers costs to be the most important factor in selecting a particular type of transportation for any given movement.

That's not to say that service doesn't enter the picture, too. It does, most emphatically. ADM's Transportation Department is charged with the basic duty of securing "adequate equipment and efficient movement from the various types or modes of carriage." To carry out that responsibility, the ultimate selection of transport media is, to quote Mr. Newman again, usually based on a combination of cost and service.

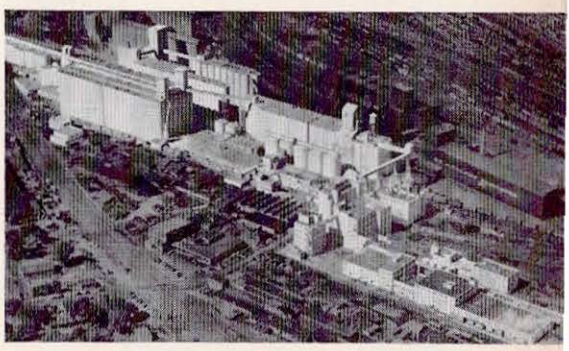
In practice, ADM uses all available methods of transportation—rail, truck, water, freight forwarder, express, air freight and parcel post. Its rail shipments go in carloads—box, tank, covered hopper, "Airslide," and piggyback. On the highways, ADM uses common and contract carrier trucks, its own private trucks, and—because much of its traffic consists of unprocessed agricultural commodities—unregulated "exempt" operators. For water transport, it ships by ocean freighters, lake steamers, and inland waterway barges. Its rail shipments run from LCL to dry or liquid carloads; its highway and water shipments include dry and liquid cargoes in quantities from LTL and parcel lots to truckloads and shiploads.

With so many plants to serve, so many products to handle, so many customers to satisfy, and so many transportation tools available, ADM's Transportation Department has to meet and solve some pretty complex problems of



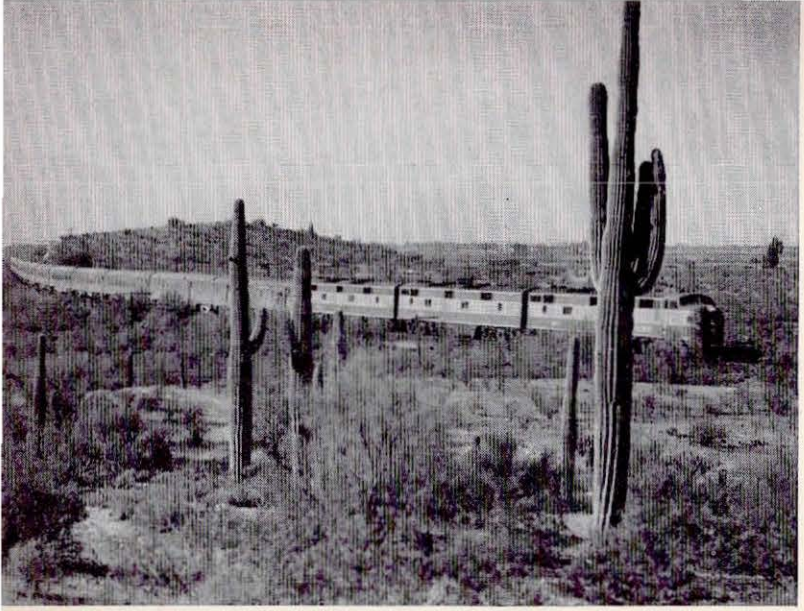
ARCHER-DANIELS-MIDLAND ships more than 200,000 rail carloads every year; relies heavily on specialized equipment. Here, "Airslide" covered hopper cars are prepared for loading at the company's Commander Larabee flour mill in Kansas City, Mo.

ADM'S FLEET of leased tank cars is beginning to carry the company name in reflective "Scotchlite" lettering.



ADM'S MINNEAPOLIS PLANT is the largest vegetable oil refining and processing center in the United States. It includes a distillation plant; a chemically modified oils plant; a pilot plant; the company's central control laboratory; and a 14½-million bushel terminal elevator.

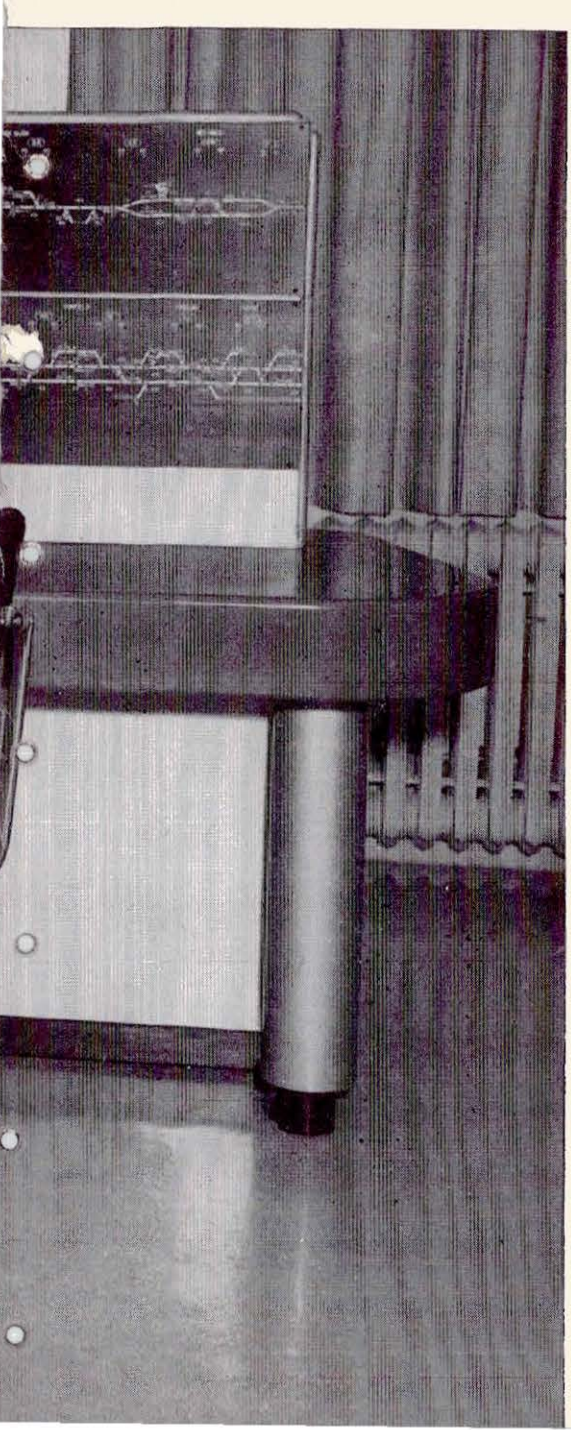
Continued on page 20 ►



New Union Traffic finger-tip control

Signal Engineer H. B. Garrett of the Southern Pacific Company at the controls of a model of the new Union Traffic Control Center.

Control Center gives Southern Pacific of 125 miles of single track



THE SOUTHERN PACIFIC COMPANY has long been a user of CTC. In 1929, this progressive railroad first installed CTC on the Stockton to Brighton, California, service. And the first installation of coded carrier control for CTC was made by it in 1942.

Southern Pacific has installed a new traffic control center in the Tucson dispatcher's office. Traffic flow along 125 miles of single track between Mescal, Arizona, and Lordsburg, New Mexico, is controlled by finger tip!

This control center furnished by Union Switch & Signal now makes another major contribution to better traffic-handling efficiency.

LESS THAN HALF THE SIZE of conventional panels, the new Union Traffic Control Center features a miniature track design and modular construction.

FINGER-TIP CONTROL is achieved by concentrating *all* controls in a small operating console in front of the dispatcher.

TERRITORY being controlled can be expanded easily at any time. And this new control center can be used with any existing control system.

Investigate CTC. Find out how CTC can cut your operating costs by 25% or more as it has for others. Learn how you can control the movement of trains more efficiently. Talk to any Union Switch & Signal Representative.

"Pioneers in Push-Button Science"

UNION SWITCH & SIGNAL

DIVISION OF WESTINGHOUSE AIR BRAKE COMPANY

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rates, transit, equipment, service, classification and procedures in satisfying its responsibility for "efficient movement." That's especially true because so many of the company's purchases or sales are almost wholly dependent on securing the right transportation at the right price.

To carry out successfully their overall duty, ADM transportation executives break their job down into 13 separate but related functions. These are:

(1) *Control of Types of Carriers and Routings*—First, and possibly the most important, job of ADM's Transportation Department is to control and supervise routings of all ADM shipments. This ensures the best possible service at the lowest available rate and shortest possible transit time. If plant or customer facilities permit, it is often possible to develop freight savings by consolidation of shipments. Proper control helps satisfy customer requests and needs. Centralized control simplifies tracing and expediting of shipments, reduces tank car rental costs by securing maximum mileage allowances; and permits maximum utilization of company-owned trucks.

(2) *Management of Owned, Leased or Special-Service Equipment*—ADM leases several hundred tank cars and a large number of Airslide covered hopper cars, uses many railroad-owned Airslides, and utilizes a great many railroad-owned standard covered hoppers. The Airslides are used for bulk flour, and standard hoppers for such dry bulk products as bentonite, dehydrated alfalfa, soybean and linseed meals, and bulk feeds. ADM Transportation keeps the fleet at a minimum, handles the fluctuating needs of various divisions, and secures maximum mileage allowances.

(3) *Control of Freight Classification and Bill of Lading Descriptions*—Proper description of commodities on bills of lading and other shipping papers is another important function. But it is one in which, as Mr. Newman says, "the obvious desire to apply the classification affording the lowest rate must be tempered by consultation with the ADM sales department concerned, classification cases and carrier dockets."

(4) *Maintenance of Carrier and Trade Relations*—ADM transportation personnel are expected to maintain good public relations with carriers and their representatives. Personal contacts with carrier people are encouraged, to provide better understanding of mutual operations and problems. When, for example, a sales department requests Transportation to contact customers, careful and tactful handling can go a long way to establish and promote better inter-company relations. The same applies with equal force when traffic personnel themselves meet with suppliers, customers or carriers on transportation matters.

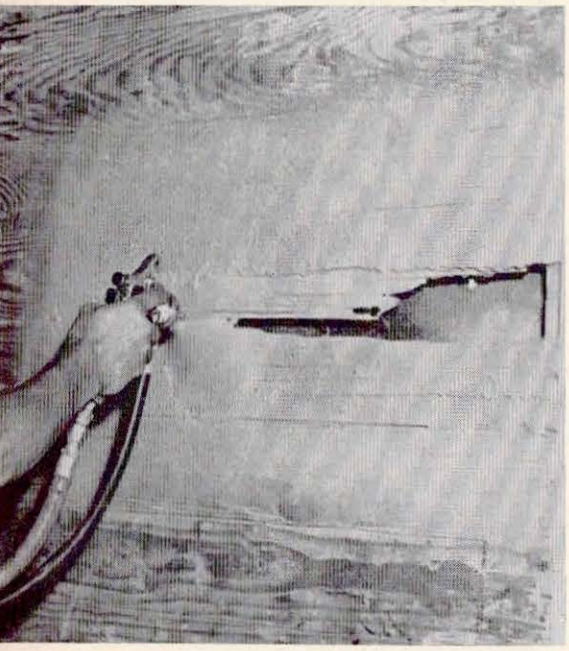
(5) *Conduct of Negotiations with Carriers or Regulatory Bodies*—ADM's general transportation manager is personally responsible for all negotiations with carriers and regulatory agencies. To maintain a strong and consistent company policy, he is expected to handle or approve any participation in state or federal proceedings affecting transportation, or carrier negotiations affecting rates or services.

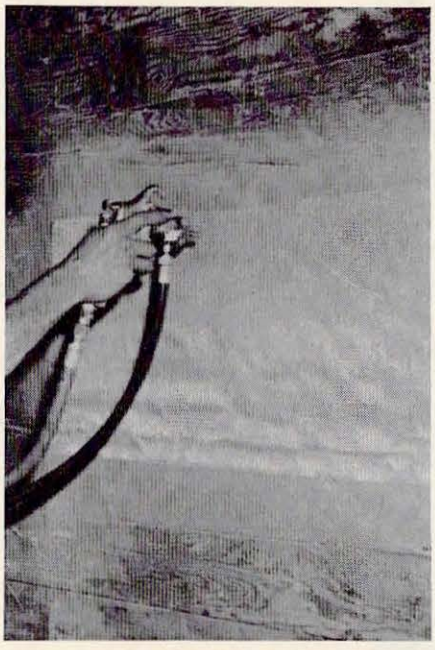
(6) *Supervision of Transportation Contracts*—To ensure conformity with state and federal laws, as well as to protect company interests, the GTM is likewise expected to supervise or approve all contracts with carriers for side tracks, property leases, trucking, etc.

(7) *Payment of Freight Charges*—ADM Transportation audits, reaudits and pays all freight bills. About half of all payments are made through the Minneapolis headquarters, with others processed through branch offices.

(8) *Claim Handling*—To maintain uniformity of policy and maximum recovery, the processing of all freight claims is controlled by the Transportation Department. (ADM reports, incidentally, that its claim experience on

Here's One Way to Up the Supply of Class A Box Cars





ADM HAS ITS OWN ANSWER—Freight Liner 810—to the "perennial shortage" of Class A box cars for high-grade loading. The liner, successfully used by many railroads, is applied in three steps: Left—Plastic material is sprayed on surface surrounding void in car lining; center—patch is placed over hole and covered with plastic spray; right—final spray coat is added to finish the job. If greater strength is needed, another layer can be added immediately.

such commodities as drummed and packaged oils has "materially improved" as a result of increased use of "DF" box cars.)

(9) *Preparation of Traffic Surveys and Studies*—ADM Transportation continually prepares special studies concerning rates, transit times, service and equipment. These are used for management evaluation of transportation factors on such matters as plant location, construction or expansion; material purchase or sales contracts; development or marketing of new commodities; or changes or expansion in the company's warehousing policies.

(10) *Preparation of Freight Cost Data*—Another service performed by the Transportation Department is the preparation of numerous freight cost lists used by the purchasing and sales departments. Changes in freight rates often require complete revision of such lists, involving extensive rate work before the lists can be reissued.

(11) *Distribution of Freight Charges*—Transportation also assists ADM's Accounting Department by making proper distribution of freight charges to the company's various products.

(12) *Maintenance of Traffic Information Files*—The Transportation Department maintains centralized filing of bills of lading and freight bills for reference, research and analysis. Perhaps more important, however, it constantly studies a vast file of specialized information for its own and management's use. For example, it regularly checks several thousand carrier tariffs covering rates, transit arrangements, routing, accessorial services, etc. It studies traffic publications for ideas applicable to its own transport problems. It watches carrier dockets, bulletins and reports on ADM products and competitive commodities. And it keeps careful check on Interstate Commerce Commission and court reports and actions for their possible effect on ADM products and operations.

(13) *Development and Placement of Traffic Personnel*—ADM recognizes that transportation and traffic management are becoming increasingly specialized; that, in consequence, highly skilled traffic men must be developed and placed where their particular aptitudes can be best used. An on-the-job training program is supplemented by occasional special training projects. In both, the breadth of training is largely dependent on individual initiative in learning functions and acquiring knowledge beyond the scope of a man's immediate duties. Development of skill and insight in human relations, particularly in communication and discussion, is encouraged and required. ADM's diversified operations necessari-

(*Continued on following page*)

This Is Archer-Daniels-Midland

With annual sales of more than $200,000,000, excluding its grain transactions, Archer-Daniels-Midland is ranked as one of the 200 largest corporations in the United States—and one of the most diversified. It is the country's largest processor of linseed oil and meal, and products for the foundry industry; a leader in the grain, soybean, dehydrated alfalfa, flax fibre, flour milling, and synthetic resin industries. ADM also is an important producer of chemicals and is the largest U.S. processor of marine and sperm whale oils. The ADM Freight-Liner System, for upgrading box cars, is used by 28 major railroads.

Although primarily a processor of agricultural commodities, ADM's manifold activities range from mining bentonite in Wyoming to whaling in the South Pacific. It employs nearly 5,000 people to produce more than 1,000 standard products used as basic materials by scores of other industries. Only a few of its products—Archer livestock and poultry feed, "Pol-mer-ik" linseed oil, family flour, vermiculite products, and Crosby Cruisers—are sold directly to the public.

The company is organized in 12 divisions—Alfalfa; Chemical Products; Formula Feed; Fibre; Flour; Foundry Products; Grain; Linseed; Resin and Plastics; Soybean; ADM Ltd. (Canada); and International; and two departments—Industrial Cereals and Vinyl Plasticizers. Sales offices and agents are located in 35 countries.

From headquarters in Minneapolis, it operates 156 plants, mines, elevators and laboratories, concentrated principally in the Middle West, but extending from Newark to Los Angeles and Toronto to Texas. Included in the total are five oilseed processing plants; six resin plants; two vinyl plasticizer plants; five foundry products plants; four chemical plants; four flour mills; 30 alfalfa dehydrating, blending and storage plants; six formula feed plants; one industrial cereals plant; one flax fibre plant; 68 terminal, sub-terminal and country elevators with a combined storage capacity of 77,000,000 bushels; two bentonite mines and processing plants. It also has affiliated chemical and feed plants in several foreign countries and a whaling station in Peru.

At these plants ADM produces materials ranging from poultry feeds to complex chemicals . . . from salad oil to fiberglass cruisers. Its products are used by every segment of industry: food, chemical, ordnance, wood products and furniture, textiles, paper, machinery, petroleum, rubber, glass, and transportation.

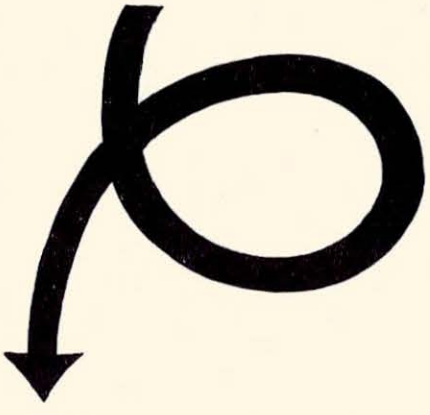
Nucleus of the present company was the Daniels Linseed Company, founded in Minneapolis in 1902. In 1905, this became Archer-Daniels Linseed Company, which in turn was reorganized into the present Archer-Daniels-Midland Company in 1923. Originally a "one-man" operation, and later a partnership, it is now a corporation owned by more than 7,000 stockholders. It has paid cash dividends in every year since 1927.

SHIPPING

TO

FROM

OR WITHIN



THE SOUTH?

Call on one of Southern Railway's sales and service representatives for the 'know-how' to move your Southland shipments on dependable schedules at low cost.

THE SOUTHERN SR SERVES THE SOUTH

Your freight keeps moving on the modern Southern that serves the modern South!

SOUTHERN RAILWAY SYSTEM

such commodities as drummed and packaged oils has "materially improved" as a result of increased use of "DF" box cars.)

(9) *Preparation of Traffic Surveys and Studies*—ADM Transportation continually prepares special studies concerning rates, transit times, service and equipment. These are used for management evaluation of transportation factors on such matters as plant location, construction or expansion; material purchase or sales contracts; development or marketing of new commodities; or changes or expansion in the company's warehousing policies.

(10) *Preparation of Freight Cost Data*—Another service performed by the Transportation Department is the preparation of numerous freight cost lists used by the purchasing and sales departments. Changes in freight rates often require complete revision of such lists, involving extensive rate work before the lists can be reissued.

(11) *Distribution of Freight Charges*—Transportation also assists ADM's Accounting Department by making proper distribution of freight charges to the company's various products.

(12) *Maintenance of Traffic Information Files*—The Transportation Department maintains centralized filing of bills of lading and freight bills for reference, research and analysis. Perhaps more important, however, it constantly studies a vast file of specialized information for its own and management's use. For example, it regularly checks several thousand carrier tariffs covering rates, transit arrangements, routing, accessorial services, etc. It studies traffic publications for ideas applicable to its own transport problems. It watches carrier dockets, bulletins and reports on ADM products and competitive commodities. And it keeps careful check on Interstate Commerce Commission and court reports and actions for their possible effect on ADM products and operations.

(13) *Development and Placement of Traffic Personnel*—ADM recognizes that transportation and traffic management are becoming increasingly specialized; that, in consequence, highly skilled traffic men must be developed and placed where their particular aptitudes can be best used. An on-the-job training program is supplemented by occasional special training projects. In both, the breadth of training is largely dependent on individual initiative in learning functions and acquiring knowledge beyond the scope of a man's immediate duties. Development of skill and insight in human relations, particularly in communication and discussion, is encouraged and required. ADM's diversified operations necessari-

(*Continued on following page*)

This Is Archer-Daniels-Midland

With annual sales of more than $200,000,000, excluding its grain transactions, Archer-Daniels-Midland is ranked as one of the 200 largest corporations in the United States—and one of the most diversified. It is the country's largest processor of linseed oil and meal, and products for the foundry industry; a leader in the grain, soybean, dehydrated alfalfa, flax fibre, flour milling, and synthetic resin industries. ADM also is an important producer of chemicals and is the largest U.S. processor of marine and sperm whale oils. The ADM Freight-Liner System, for upgrading box cars, is used by 28 major railroads.

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E. A. Olson

W. C. Newman

THEY SUPERVISE ADM's TRANSPORTATION

Archer-Daniels-Midland's Transportation Department operates under Erwin A. Olson and Wesley C. Newman.

Mr. Olson was president of the Johnson & Olson Grain Co., of Minneapolis, before joining ADM in 1942 as manager of its Flax Fibre Division. He was elected a vice president and a director in 1947, and to the executive committee in 1951. When ADM purchased the W. J. Small Company in 1951, he was also placed in charge of dehydrated alfalfa operations. He was named to the then newly created position of administrative vice president in 1956. In that capacity, he has executive responsibility for the Flax Fibre Division and for the staff functions of transportation, employee relations, engineering, purchasing, fats and oils purchasing, warehousing and distribution, and plant and equipment disposal.

Mr. Newman has been an industrial traffic man for more than 40 years. He began his career in the Minneapolis freight offices of the Great Northern and Soo Line; joined Bartlett Frazier Company in 1919 as traffic manager, and moved to McCaull Lyman Company in the same capacity in 1931. His connection with ADM dates from 1940, when he became its assistant transportation manager. He was promoted to transportation manager in 1952, and to general transportation manager in the following year. Mr. Newman is a director of the National Industrial Traffic League; a member and former chairman of the Traffic & Transportation Committee of the National Soybean Processors Association, and a former president of the Ninth District Chapter of the Association of Interstate Commerce Commission Practitioners.

 (Continued from page 21)

ly mean, of course, that some traffic personnel must specialize in certain areas of transportation, but all personnel, and particularly those in special fields, are encouraged to obtain and maintain a broader knowledge through study and discussion. Wherever possible, promotions are recommended and made from within the department's own ranks.

To carry out its numerous functions, the ADM Transportation Department has a staff of 75 well trained personnel. Many are college graduates with transportation majors.

Carefully Organized

Basically, as the organization chart on page 16 shows, the department is organized under direct control of the general transportation manager and the administrative vice president. But, as the assignment of nearly half of all departmental personnel to branch offices indicates, it is simultaneously decentralized to the extent that transportation and the company's divisions require. As Mr. Newman puts it, his department is "centralized for control; decentralized for day-to-day operations."

Somewhat differently expressed, staff functions (planning, procedure and research), and line functions (daily operations), are combined in the general office, except where the volume of transportation requires handling by traffic men at plant locations.

ADM people feel that their basically centralized transportation control has at least two distinct advantages:

- It permits integration of functions. In actual practice, most traffic personnel handle both staff and line functions, as delegated by the general transportation manager. This provides the most economic and efficient assignment of personnel.
- Centralized control, on the one hand, keeps personnel who may be primarily concerned with staff functions closely aware of actual operating conditions, changing markets and plant traffic problems. On the other hand, it encourages those who may be principally responsible for line duties to broaden their transportation experience and to consider their own work in the larger perspective of company operations as a whole.

Division transportation managers and supervisors are concerned primarily with general traffic duties, including routes, equipment, raw material sources, methods and procedures. They also handle plant traffic matters at certain points. They are responsible for implementing policies and plans established by the general transportation manager. Like all ADM traffic personnel, they have the additional responsibility of assisting and cooperating with other divisions of the company, wherever possible, in coordinating or economizing ADM transportation.

Plant traffic representatives, while directly responsible to the general transportation manager, report also to division traffic supervisors on transportation matters, and to plant managers on questions of office procedures. Their work is principally concerned with transport of materials and products to and from their respective plants.

Close to the Top

Perhaps the most important aspect of ADM's transportation organization, however, is that the entire department is close to, and—through the administrative vice president—has direct contact with, the company's top management.

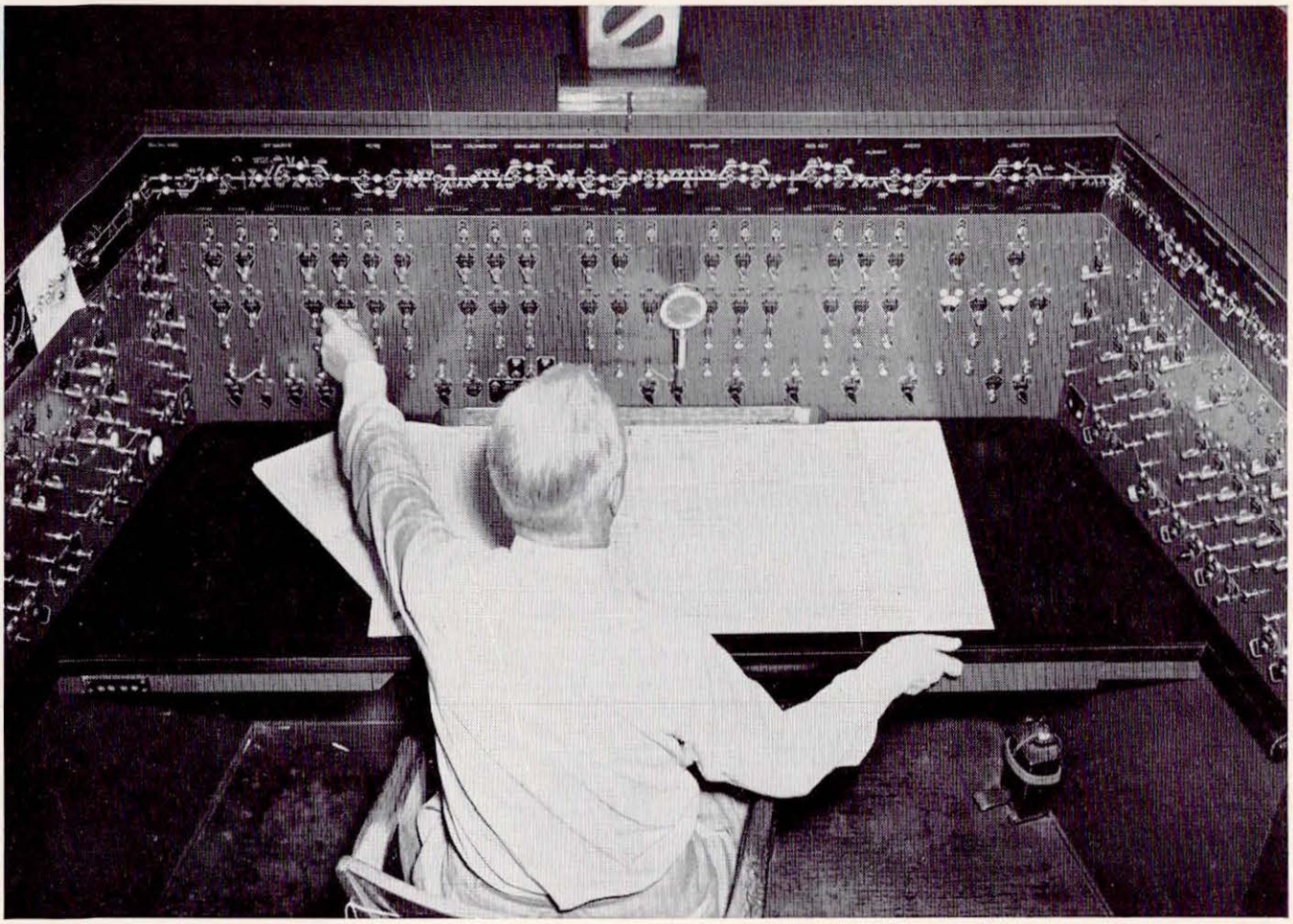
That, in turn, has helped stimulate an awareness within management, and among purchasing, operating and sales personnel, of the importance of transportation costs and services.

The Transportation Department reciprocates by giving to those other departments valuable staff service on traffic matters.

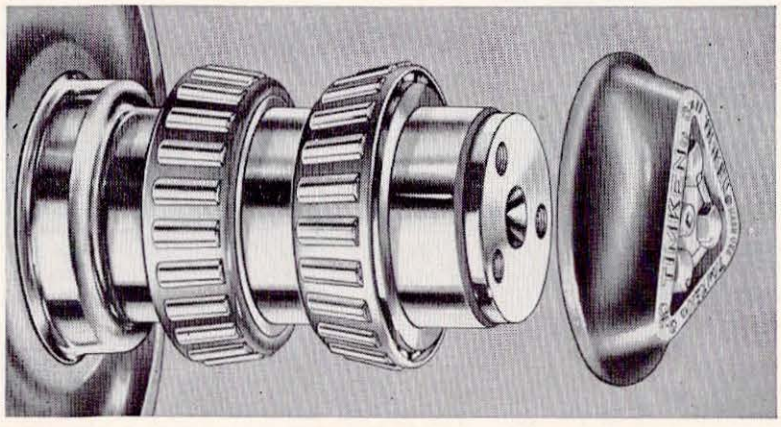
The resulting intra-company coordination, consultation and consideration form a pattern which could be helpful to any industrial company in view of the increasing importance of transportation costs and services. Such a pattern is especially necessary in a company so highly diversified and so widespread as Archer-Daniels-Midland, where a few cents' difference in a freight rate, or a few hours' difference in transit time, may make the difference between a profit or a loss.

What ADM transportation people want from railroads is leadership in reducing transportation costs and in improving service. "Our operating divisions expect these things from us and we naturally must expect them from the railroads. And we believe this is possible," says Mr. Olson. "I've noticed that many railroads this past year reported a larger net on a smaller gross. We at ADM feel that lower, more realistic rates that are competitive with other modes of transportation would bring them more carloadings. This is another approach to improved earnings and it appears to be a sound, long-term solution to the railroads' profit problems."

RR's ELIMINATE DELAYS!



1. TRAFFIC CONTROL. Two trains speed toward each other on the same track. Hundreds of miles away a man watches a lighted board. He controls their movement so accurately that these trains can now go as fast as if they were operating on multiple tracks. That's Centralized Traffic Control—one of the many new steps railroads are taking to give shippers better service.



2. HOT BOX CONTROL. To make these speedy schedules possible, more and more railroads are going "Roller Freight". With Timken® tapered roller bearings on the axles, railroads eliminate the hot box problem—No. 1 cause of freight train delays. And they help get trains out of terminals faster because they cut terminal bearing inspection to 1/10 the time required for friction bearings. That's Better-ness. The Timken Roller Bearing Company, Canton 6, Ohio. Cable: "TIMROSCO". Makers of Tapered Roller Bearings, Fine Alloy Steels and Removable Rock Bits.

Timken bearings average 79,000,000 car-miles per overheated bearing.

BETTER-NESS rolls on

TIMKEN®

tapered roller bearings

First in bearings for 60 years

Truck-RR Service Speeds Stock

Everybody wins—railroad, shipper, trucker—in a vastly expanded livestock service offered by the Burlington.

It's a substituted service arrangement. Under it, the railroad contracts with trucking companies to haul livestock from smaller rail towns to major points. Burlington first proposed the rail-truck tieup in 1955, but its greatest growth has come since last May 28, when the ICC finally approved the program.

The program is full of benefits:

- **For the railroad,** it's a time-saver. Fast freights no longer have to make frequent stops to pick up stock cars. The animals—cattle, sheep, hogs—are trucked in to collection points. One main-line train stop takes the place of several. Moreover, the plan protects extensive railroad investment in on-line stock loading facilities. It opens—or reopens—a traffic area that had been gradually closed off due to curtailment of branch-line train service.
- **For the shipper,** it's frequently more convenient, faster, and in some cases more economical. Initial loading of stock often can be scheduled at a more satisfactory time. Confinement time doesn't begin until stock is loaded into a railroad car—Federal confinement law doesn't apply to motor carriers.
- **For the trucker,** it's an opportunity to obtain steady business which doesn't take drivers or equipment out of the home area. There's no problem created by idle time or drivers' expenses at distant terminals.

Burlington's first proposal for this substituted service covered operations between Beatrice, Neb., and Lincoln; Hebron, Neb., and Fairmont; and Clarinda, Iowa, and Villisca. By April 1957 the service had been broadened to include 25 stations. But on April 23, 1957, the road was served with an ICC suspension order, which brought an investigation (on the commission's own motion) of the lawfulness of the regulations and practices instituted by the railroad.

The Burlington, backed by the U. S. Department of Agriculture and the National Livestock Producers Association, came through with its program undamaged. Expansion last summer gave the road 150 stations where the service is offered, in Illinois, Iowa, Missouri, Nebraska, Colorado, South Dakota and Wyoming.

Overall, the livestock traffic moving by truck-rail totals about 1,000 cars per year. To provide the service, Burlington is contracting with some 30 independent truckers in the seven states.

The program works this way:

Burlington contracts with a responsible livestock trucker for the haul from a branch-line railroad stockyard to a main-line or other major point. The owner of the stock loads his animals at the origin point. The trucker transloads the stock direct from truck to stock car at the major railhead. Burlington has built loading areas to facilitate this operation by placing truck bed and car floor at the same level.

Billing also is a straight-through operation. The shipper orders cars through the local railroad agent at origin. The agent advises the division car distributor. He, in turn, notifies the contract trucker for the area. The origin station agent gets the contract from the shipper and makes out a regular waybill, omitting only the car reporting marks and time of loading.

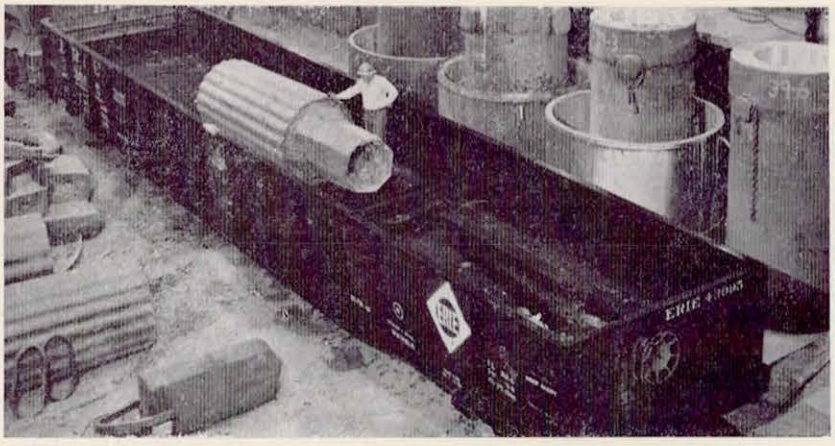
The trucker then takes the waybill to the transloading point and inserts the reporting marks and time. He delivers the bill to the agent there, or deposits the bill in a bill-box outside the building if the station will be closed when the train crew makes the pickup.

Thus far, the service has kept railroad, shipper and trucker happy—as evidenced by:

- Burlington's expansion of the service.
- Shipper reaction which justified that expansion.
- The ease of finding responsible contract carriers to handle the trucking end of the haul. Truckers, says CB&Q General Livestock Agent R. C. Burke, "vie with each other" for the substituted service contracts.

Best of all for western railroads, the operation has excellent prospects for continued expansion. Fort Worth & Denver offers the service in Texas and New Mexico. Colorado & Southern is proposing it for Colorado and Wyoming. Chicago & North Western was recently authorized to give service at a large number of Iowa points. Rock Island and several other western lines are developing programs along a similar line.

Burlington's Mr. Burke believes the program will continue to pick up momentum. His road has 35 to 40 proposals docketed now and expects to add between 5 and 20 more per month as need develops. C. D. Cook, C&NW's general livestock agent, says his road has been well pleased by shipper reaction to the service. Customer inquiries are building up. Prospects look good for rebuilding a heavy livestock traffic.



Erie Fits Ingot Cars for Sharon Steel

To facilitate shipment of steel ingots by Sharon Steel Corporation, the Erie has fitted two 52 1/2-ft, 70-ton gondola cars with special cradles—and is similarly equipping two more. The cars save Sharon time and money in loading; make for safer movement, because ingots, once secured in cradles, cannot shift or slide. Each car can carry two ingots of some sizes, but the 17-ft length and 44-ton weight of the single alloy ingot shown here indicated center-car handling on the movable struts. This ingot, poured at Sharon Steel's new electric furnace melt shop at Sharon, Pa., was consigned to Titusville Forge division of Struthers-Wells Company, for machining.

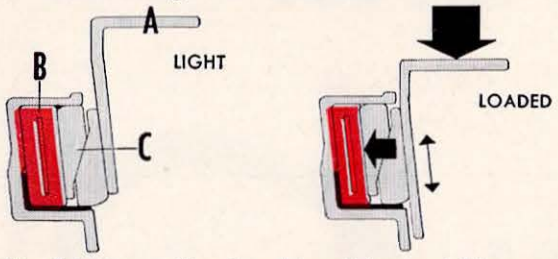
Up-Grade your rolling stock with

"TRUC-PAC" a new *unit type* spring package

Designed and Engineered for:

- ★ **Smoother Riding**
- ★ **Better Lading Protection**
- ★ **Lower Maintenance Costs**
- ★ **Easy Installation on all Existing Trucks**

The TRUC-PAC spring package operates on the variable friction principle which gives a snubbing action that results in proper dampening control . . . either in light or loaded cars.



The friction action is achieved by variable pressures being applied to the wedge (A) by means of a rubber spring element (B) . . . pressing against the wedge shoes (C). The wedge and wedge shoes are in frictional contact at all times and consequently, will stabilize the cars while starting, in transit or stopping.

The rubber spring element, specially chosen for creep resistance and maximum service life is mechanically molded to a steel plate.

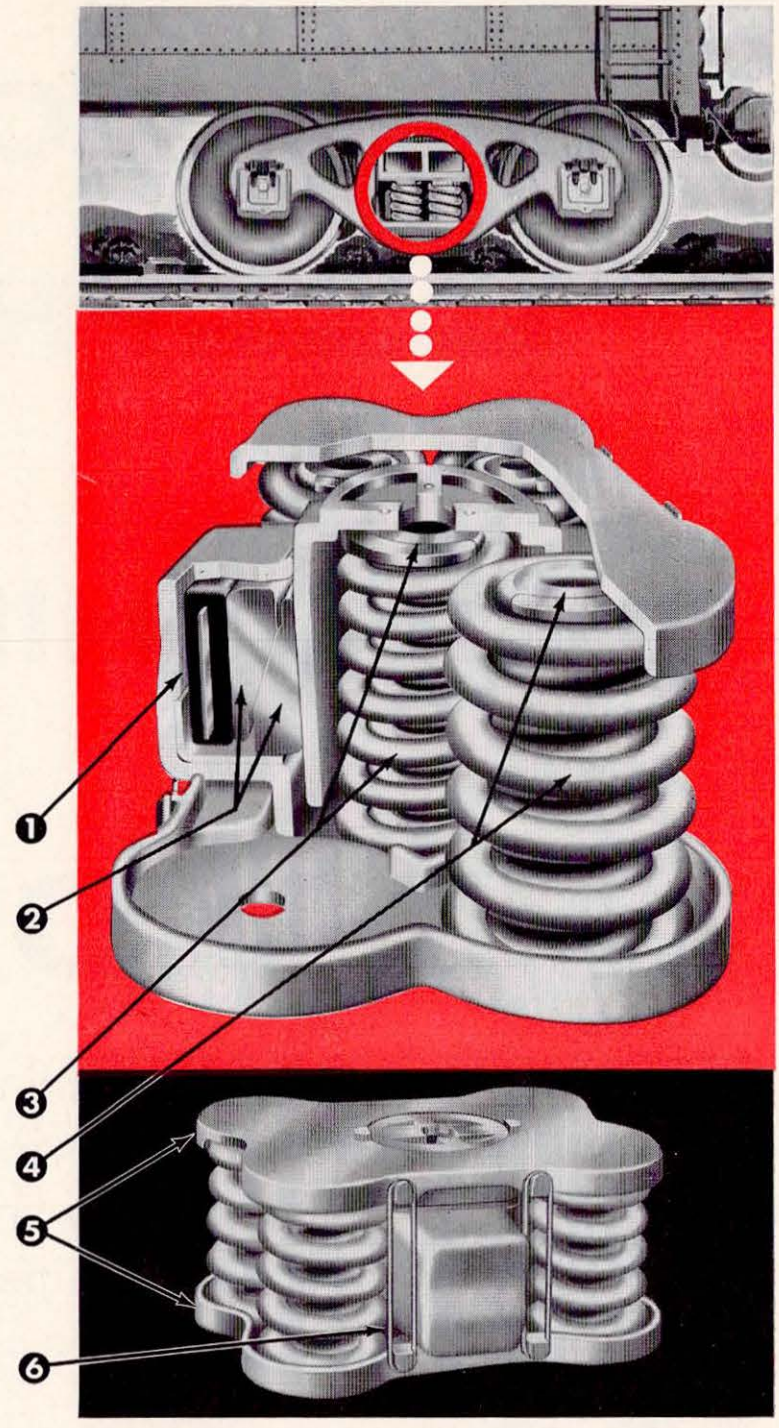
The wedge shoes, heat treated to resist wear, are alloy steel forgings and are split in two parts to eliminate "hammer" effect in operation. By this parting method the shoe in contact with the wedge bears against the housing wear plate and the other shoe bears against the roof of the housing.

The Double Coil wedge return spring provides additional load carrying capacity.

The Double Coil Truck Springs are shot-peened for longer spring life and provide 2½" travel.

Top and bottom plates are separate units and therefore have freedom of motion relative to the wedge and its housing. This eliminates the possibility of plate failure due to lateral or longitudinal motion.

The entire unit is precompressed to installation height by means of four links. These links are easily removed after installation.



For more information and engineering data write:

UNION SPRING and MANUFACTURING CO.

Dept. T-P., New Kensington, Pa.

SHIPPING

TO

FROM

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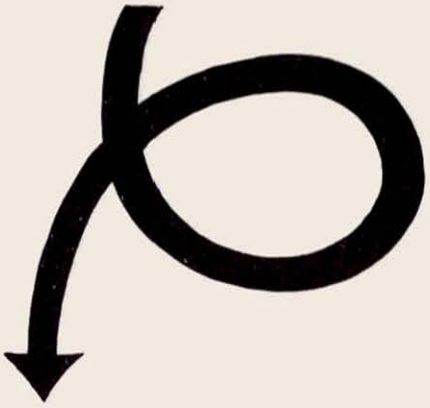

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THE SOUTHERN SR SERVES THE SOUTH

Your freight keeps moving on the modern Southern that serves the modern South!

SOUTHERN RAILWAY SYSTEM

THUMBCUFFS

Little items like these "thumbcuffs" are part of the pioneering past of Union Pacific, protecting in those days the shipments and customers of the Railroad.

These tiny but often effective "restrainers" are in Union Pacific's museum of railroading. Less conspicuous and easier to carry than handcuffs, they performed at times to keep peace and order.

Here in our museum are countless items, each of which has contributed in its time to the advancement of freight shipping service. Some have been developed to a high degree, as the electronic system of car reporting. Others have been discarded.

Disc brakes, air conditioning, gas turbine engines, among many advancements, have been established on Union Pacific years ahead of general use.

Today new developments are being pioneered. Some are still on drawing boards, others in testing runs—to find how we can provide even better service in days ahead.

At Union Pacific, railroading is a look-ahead business.

This is for you. Whenever you ship or travel on Union Pacific, you're gaining the advantages of experience and know-how in providing the very best transportation on land.

be specific ...ship **Union Pacific** RAILROAD

UNION PACIFIC RAILROAD

OMAHA 2, NEBRASKA

February Traffic Poll

Cars Delayed? 'Tell Us Fast!'

Proposition

Recent Polls (RA, Oct. 27, Dec. 22, 1958) on shipper maintenance and use of carrier performance records have indicated that shippers (and receivers) like to be notified as promptly as possible when a car is "bad ordered," i.e., delayed en route for repairs, transfer of lading, etc. This month's questions were designed to develop the reaction of shippers as a group to the ideas already expressed by a few.

Questions

(1) Is prompt notification of delayed shipments of special importance to you?

Yes	**108**
No	**1**

(2) What is the minimum length of anticipated delay on which you would like notification?

Under 24 hours	**32**
24-48 hours	**64**
48-72 hours	**9**
Over 72 hours	**2**

(3) How long a time should elapse between beginning of delay and sending of notification?

Under 24 hours	**73**
24-48 hours	**33**
48-72 hours	**1**
Over 72 hours	**1**

"Failure of carriers to notify shippers and consignees re delays is our 'No. 1 pet peeve.' "

In that flat statement, George A. McElroy, transportation department manager for Ceco Steel Products Corp., Chicago, presents a point of view which seems almost universal among industrial traffic managers. Not all of Mr. McElroy's colleagues, perhaps, would rank such failure as "No. 1" on their "peeve list." But nearly all of those who answered this month's Poll obviously place it close to the top.

As the tabulated replies indicate, the typical shipper is seriously concerned about delays in transit. F. L. Partridge, traffic director of the Burlington, Iowa, Shippers' Association, states this general concern clearly and succinctly: "We are buying transportation service. If a carrier has the misfortune to delay our cars, we want to know where the car is, and when the carrier anticipates forwarding it from the delay point."

The typical shipper, furthermore, would like to be notified of any delay likely to exceed 24 hours in length. He wants that notice in 24 hours or less after the delay begins. And he thinks recent advances in electronic communications should make it relatively easy for railroads to provide such notification within those time limits.

Listen, for example, to C. T. Hill, regional traffic control assistant for Scott Paper Co., at Chester, Pa., whose answer lined up squarely on all counts with the Poll majority: "This is of considerable importance . . . . Railroads with electronic tracing equipment certainly can speed up this service . . . . If all carriers adopted a policy of automatically advising shippers when cars are delayed, it would be a real step forward."

As a group, Poll respondents cited an impressive number and variety of reasons for their deep interest in prompt advice concerning delays. Most frequently mentioned were these:

(1) *Modern transportation is an integral part of many industrial processes.*—"Frequently production schedules are set to tie in with anticipated arrival of merchandise, allowing for normal transit time. Unless prompt report is received of any delays, production schedules can be completely disrupted, with severe inconvenience and often considerable loss." (Fred J. Fruechtemeyer, traffic manager, Andrew Jergens Co., Cincinnati.) . . . . "We have sold our management on the fact that they need not tie up needed capital in raw material inventory. The transportation system we have can be used as inventory in transit. Any delay without notification will put us in low inventory. With advance information, we can secure limited quantities to tide us over . . . . If outbound shipments are delayed without notification to us, we cannot advise customer. Consequently, he has men on the job, and no material to install." (David H. Wetzel, assistant traffic manager, American Encaustic Tiling Co., Lansdale, Pa.)

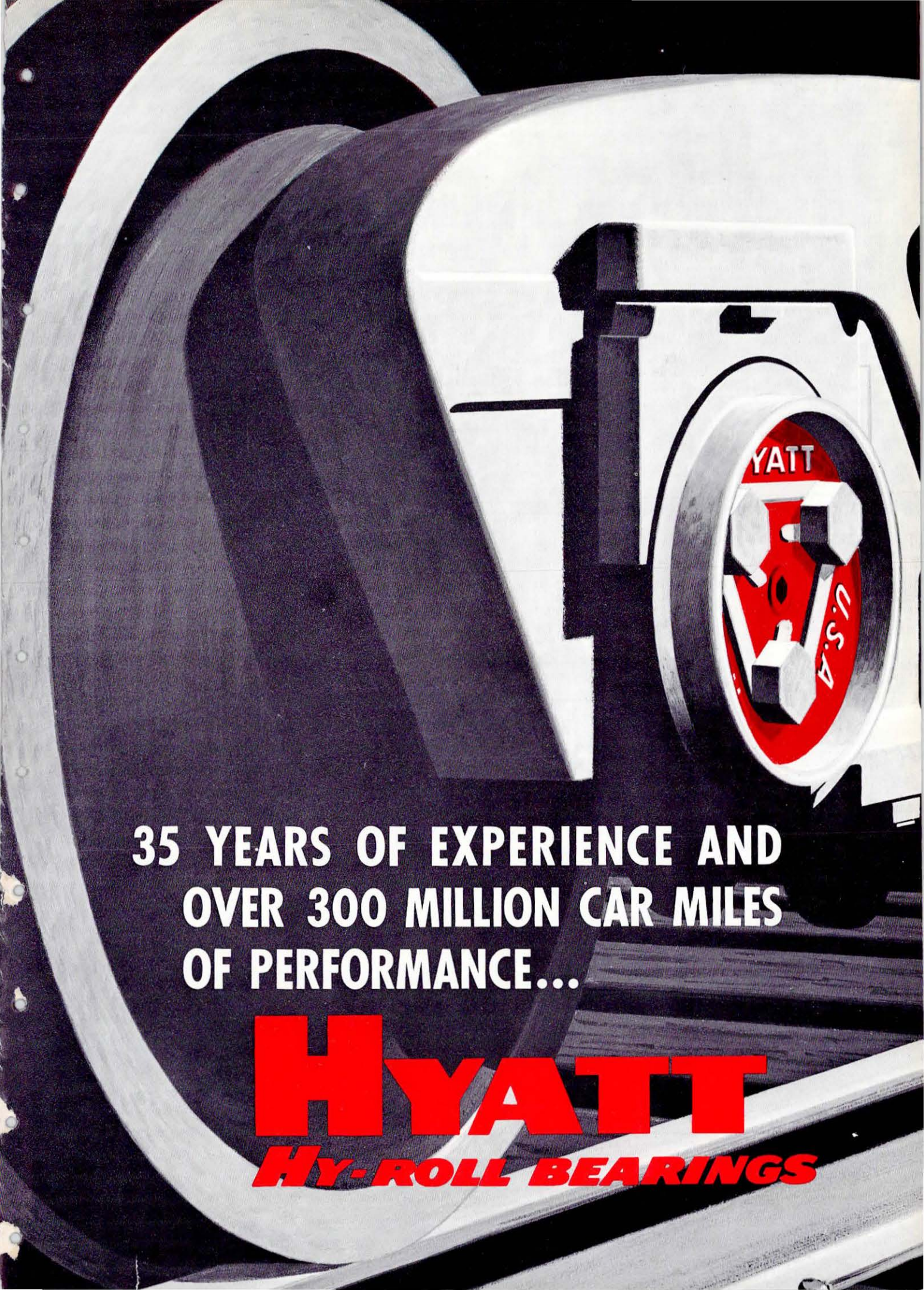
(2) So many industries operate today on a minimum-inventory basis that transportation delays reduce factory or warehouse stocks below acceptable levels.—"With the present tendency for low inventories and high production, prompt deliveries of shipments are essential. Prompt notification could alert production to adjust plans." (H. J. Bowman, general traffic manager, S. C. Johnson & Son, Racine, Wis.) . . . . "To keep our distribution costs at a minimum, we must maintain our warehouse stocks at a level which will take care of our customers' orders without excessive storage charges. Our shipment schedule is set up so replacements will arrive at a given warehouse in time to prevent depletion of our stocks. Information . . . . concerning any delay should enable us to determine whether another car should be shipped from our factory, or adjustment made in the destination warehouse by transferring stocks from other nearby warehouses." (L. A. Hart, traffic manager, Cream of Wheat Corp., Minneapolis.)

(3) Transit delays destroy the dependability and advertised schedules on which shipers have come to depend.—"Shipments today, with guaranteed schedules of service advertised and in play, cannot be set aside by the operating department with no immediate information passed on to shipper or consignee, or both." (John G. Ihnet, traffic commissioner, Green Bay, Wis., Association of Commerce.) . . . . "There is nothing so disappointing as having a carrier advertise five-day service, and seven days go by without the shipment or information." (Lloyd Meyer, director of transportation, Northwestern Lumbermen's Association, Minneapolis.)

(4) Transit delays break down good will between shipper, consignee and carrier.—"The good will of the railroad, shipper and customer are all affected. Business can be lost by all three." (Andrew A. Jusko, traffic manager, Trenton, N. J., plant, Fedders Corp.) . . . . "Prompt notification to shipper results in control of customer complaints rather than a defensive position after the fact." (Frank E. Juranek, general traffic manager, Clark Equipment Co., Battle Creek, Mich.)

Individual shippers cited a number of other reasons to support their desire for prompt notification of delays. For example, J. J. DeLaney, traffic mana-

(Continued on page 33)

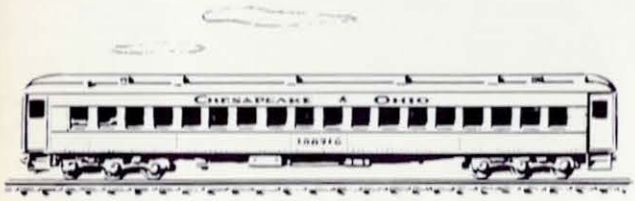


35 YEARS OF EXPERIENCE AND
OVER 300 MILLION CAR MILES
OF PERFORMANCE...

HYATT

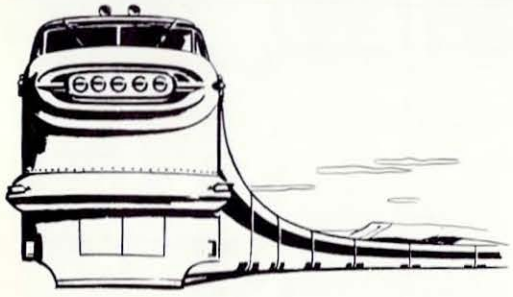
HY-ROLL BEARINGS

PROOF that HYATT



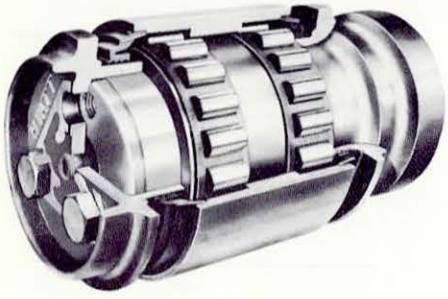
in 1923

HYATT Roller Bearings ushered in a new era of speed, comfort and dependability in passenger travel.



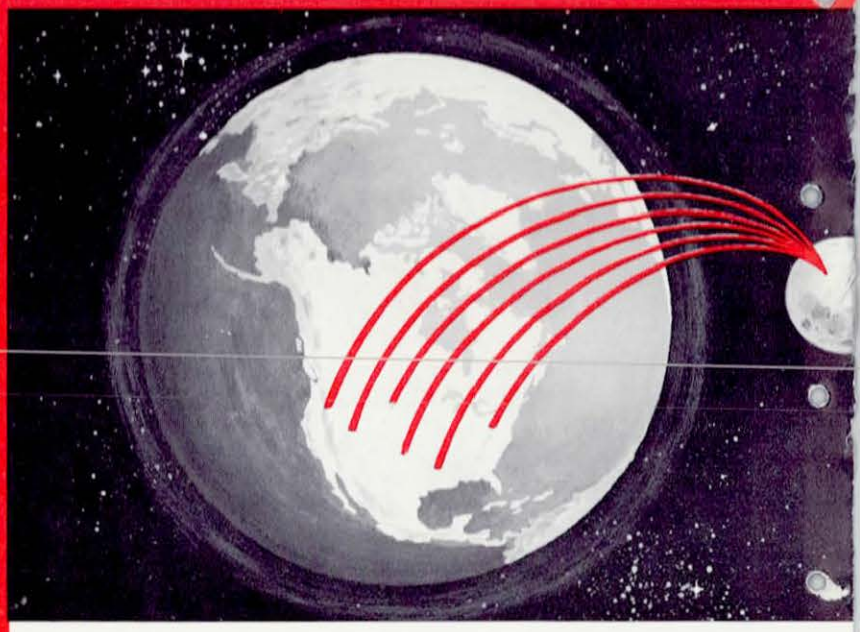
since 1925

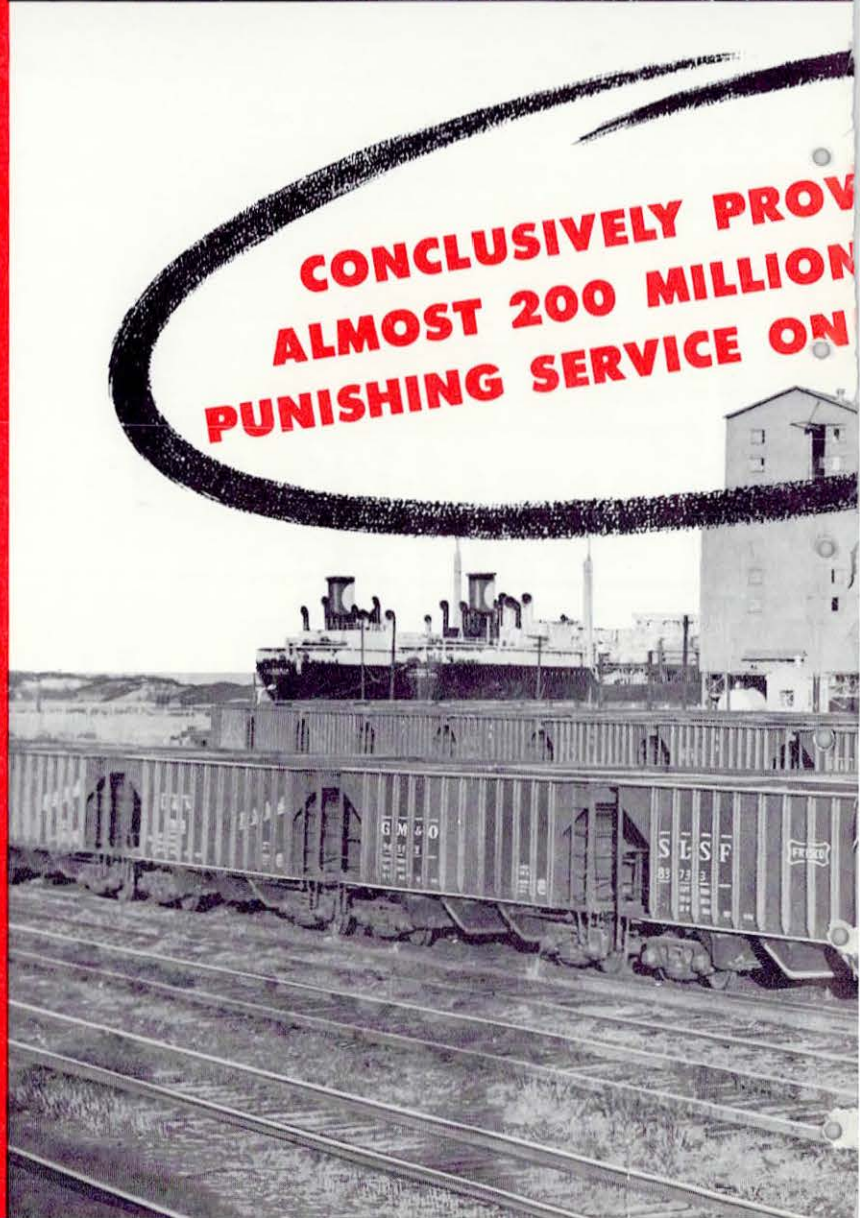
HYATT has built almost *half* of all roller bearings used on railroad passenger cars and more than *two-thirds* of all roller bearings for diesel locomotives.



TIME-PROVEN STRAIGHT CYLINDRICAL ROLLERS

are used in all these HYATT passenger car and locomotive bearings which stand up so well under long, high-speed pounding.
HYATT Hy-Roll freight car bearings are built on the same highly successful principle.





Y-ROLL bearings are your best buy

for the long haul!

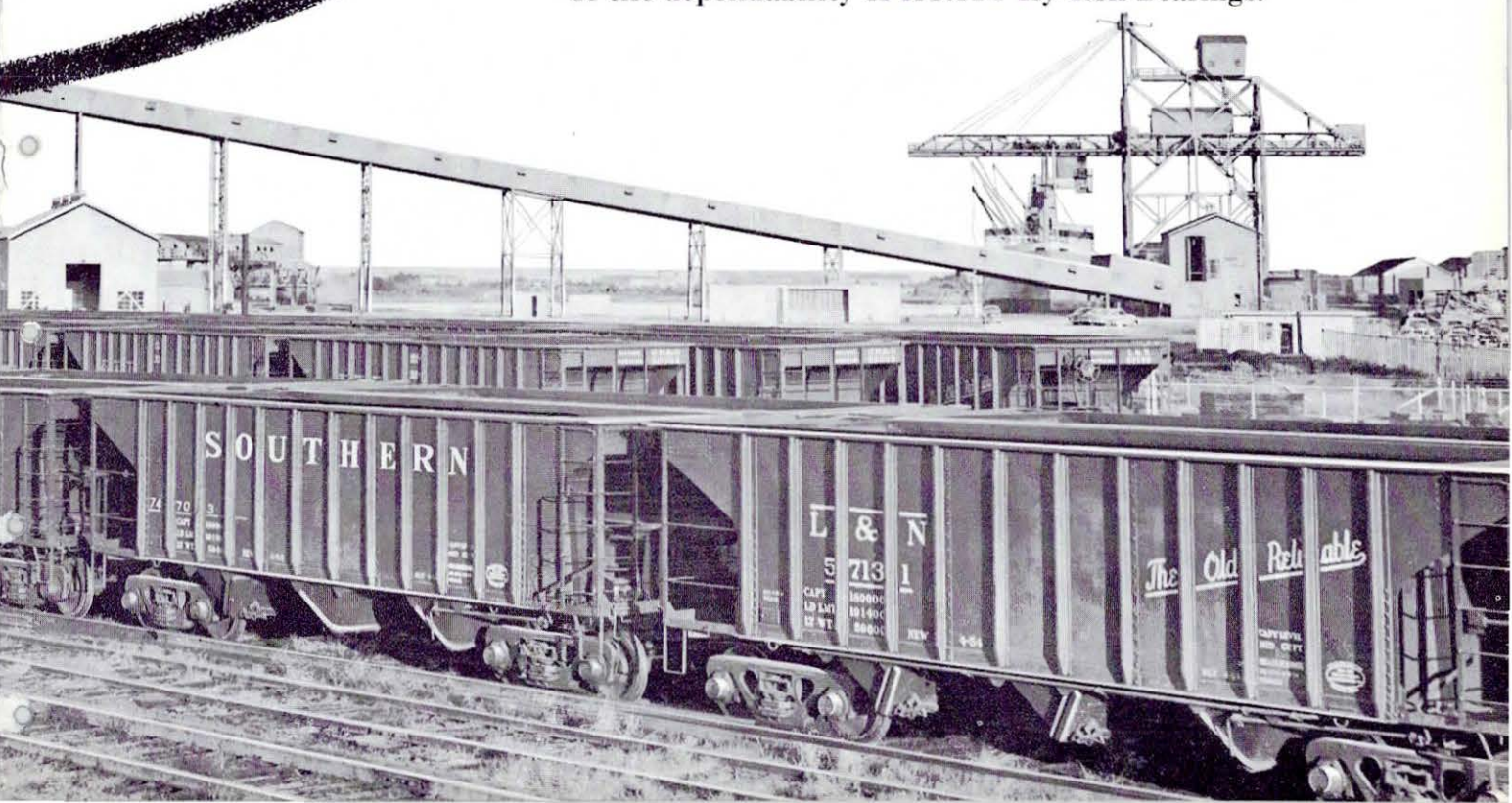
over 1000 trips to the moon!

More than 300 million car miles—the equivalent of over one thousand trips to the moon—have been rolled up by HYATT Hy-Rolls on thousands of freight cars on most of the nation's leading lines.

D IN
AR MILES OF
RE CARS ALONE!

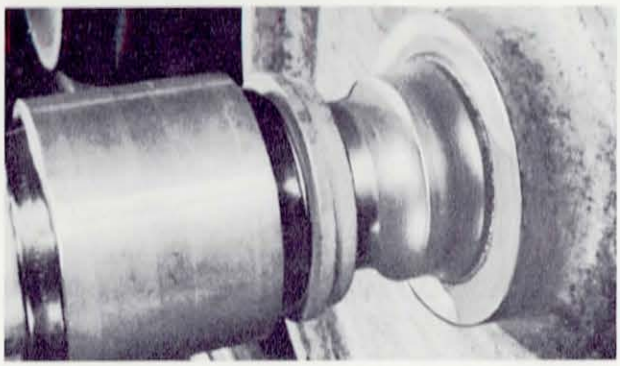
On more than 3000 ore cars owned by the G. M. & O., L. & N., St. L.-S. F., Southern Pacific and the Southern Ry.—as well as several leading ore mining firms—HYATT Hy-Rolls are setting remarkable troublefree mileage records. On December 1, 1958, the total estimated mileage of 3018 HYATT-equipped ore cars was 198,982,758.

The ability to stand up under sudden shock loads, abrasive ore dust and rotary car dumpers is ample proof of the dependability of HYATT Hy-Roll Bearings.

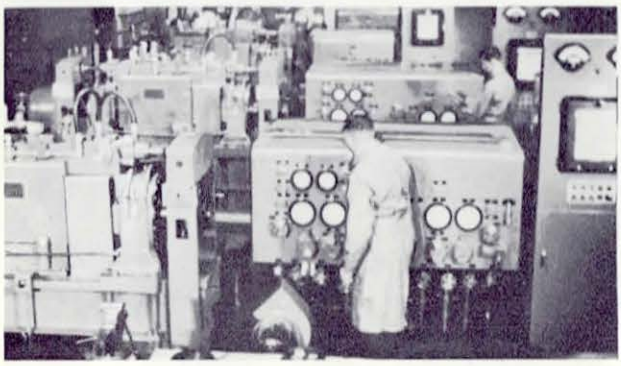


WHY *HY-ROLLS* are so dependable and economical over the years:

HY-ROLLS are built on ultra-modern, integrated, automatic production lines to assure uniformly higher precision and to hold the line on costs.

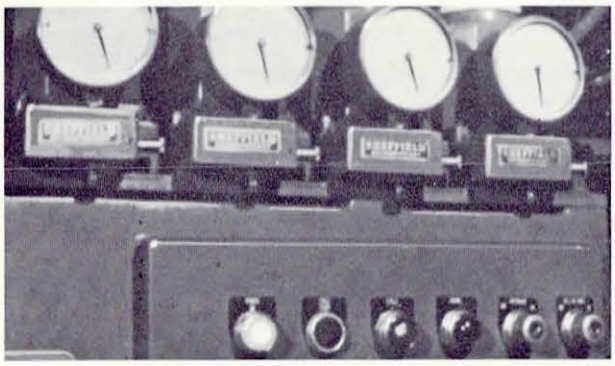


HY-ROLLS are easy to install in both integral and pedestal side frames. A wheel press or hydraulic jack can be used to press HY-ROLLS in place on journals.



Production bearings are constantly tested in the lab at 100 mph, under far heavier radial and thrust loads than ever encountered in actual service.

Lubrication is reduced to the vanishing point. HY-ROLLS need only 4 oz. of grease every three years.



After finished parts get a final check on precision instruments, HY-ROLLS are assembled, greased and torque-tested by experts, and shipped ready to install.

HY-ROLLS can go nine years between complete inspections. Simple design makes inspection easy—no selective fitting, adjustments or special tools required.

Another GM GENERAL MOTORS contribution to railroad progress

A FREIGHT CAR IS ONLY AS MODERN AS ITS BEARINGS

HYATT ***HY-ROLL BEARINGS***
FOR NON-STOP FREIGHT

HYATT BEARINGS DIVISION • GENERAL MOTORS CORPORATION • HARRISON, NEW JERSEY

ger of American LaFrance, Elmira, N. Y., points out that his company "sends a delivering engineer to destination. If a car is delayed enroute, the man is sometimes waiting for several days on company time and expense." R. C. Waehner, general manager, Distribution division, Lever Bros., New York, says "a 24-hour delay may miss an advertising promotion, and cause substantial loss in sales, and customer ill will." George F. Carr, traffic manager, Temco Aircraft Corp., Dallas, Tex., finds delays particularly vexing in the case of specially equipped cars, which "must be expedited and returned for re-use."

The matter is of understandably vital importance, too, to shippers of perishable or semi-perishable commodities, judging by replies from such men as J. F. Forrai, traffic manager, Patrick Cudahy, Inc., Cudahy, Wis., and Howard Gabriel, general traffic manager, Hershey Chocolate Corp., Hershey, Pa.

The question as submitted was directed primarily to delays caused by "bad ordering" cars, i.e., holding them for repairs. Several respondents broadened their replies, however, to ask that notification be provided in case of delays for any cause.

Among these was P. M. Gish, traffic vice president of American Radiator & Standard Sanitary Corp., Pittsburgh, who said: "It would be of benefit to be notified when cars are delayed for any reason, such as lack of power, crews, make-up of trains, etc." In a similar vein was a reply from Southworth Lancaster, transportation consultant at Boston: "By all means improve car reporting systems, but don't try to confine it to bad order cars." Mr. Lancaster, incidentally, is one of those who think an electronic system holds the key to prompt reports of all delays.

In actual practice, shipper experience in receipt of delay reports seems to vary rather widely. P. M. Gentile, assistant traffic manager of Monsanto Chemical Co., at St. Louis, says, for instance: "Generally speaking, carriers notify us promptly."

Conversely, John J. Murray, general traffic manager of Penick & Ford, Ltd., Cedar Rapids, Iowa, writes that "most carriers appear reluctant to advise shippers that cars are bad order." And E. M. Burk, traffic manager of Wyatt Metal & Boiler Works, Houston, strikes a middle ground with the statement: "Some lines are prompt with such notification. Others are not. Some fail to send any notification whatever."

Some good notification system would, in the end, be as helpful to railroads as to shippers, several men suggest. "It would take some of the burden off tracing clerks," says Walter L. Haywood, Jr., traffic manager, General Latex & Chemical Corp., Cambridge, Mass. "One call to the shipper would save the railroad many," he adds.

"It would indicate a sort of personalized service, which would mean much to the relations between railroads and industry," in the opinion of J. D. Dawson, general traffic manager, Norton Co., Worcester, Mass.

W. L. Murph, Jr., traffic manager of Cannon Mills, Kannapolis, N. C., suggests, however, that failure to notify shippers of car delays can go far beyond the mere question of customer relations. It can be costly in terms of traffic lost. "Inconsistent deliveries," says Mr. Murph, "teach the receiver to expect the worst, and often result in selection of a more dependable transportation service."

Railroading After Hours with *Jim Lyne*

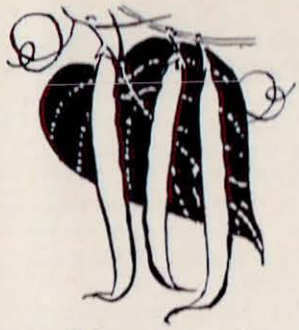
RAILROAD SYMBOLS—Since I inquired about the hidden meanings, if any, behind railroad trade mark symbols, I have had a couple of letters on the Northern Pacific's "monad" (one from L. L. Perrin, advertising manager, NP, and R. M. Montbriand, chief clerk in the freight traffic department at Fargo). The "monad"—the two elongated raindrops within a circle—represent Light and Darkness, in terms of ancient Chinese philosophy. The story of the adoption of this symbol is told in a little booklet which the Northern Pacific has published. Its use by NP dates back to 1893, but its origin goes far back into antiquity.

Harry Hammer, PR director of the Reading, has passed along the story of his company's diamond-shaped ensign. He also sent along a photostat of some of the earlier shapes of this symbol. The first use of the diamond goes back to 1893—and then it was a diamond broken in half to allow a locomotive to come through. By 1906, the break in the diamond had been welded, the locomotive had disappeared and the symbol assumed a shape much like the one now used.

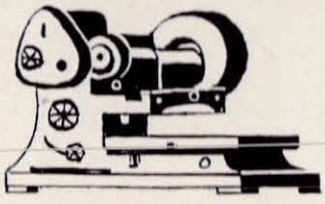
SAME PROBLEM ALL OVER—I have a circular issued by the East African Railways, explaining to the public the necessity for raising rates on low-value commodities. Rates now charged range from a low of barely more than 3¢ per ton-mile on export traffic to as much as 14¢ on merchandise that "can afford to pay" the higher rate. But, even though merchandise "can afford to pay" a higher rate, it does not "have to pay" such rates, because it can move over to the highway instead. As a partial solution to the problem, the railways are reducing their maximum rate to about 9½¢ per ton-mile, and are offsetting this by higher rates on low value commodities.

A WORD FROM JAPAN—This seems to be foreign railway week in this corner. I have a letter from Dr. Chujiro Noda, managing director of the Hanshin Electric Railway at Osaka, Japan, enclosing a leaflet circular on "A Study of the Modernization of Intercity Electric Railways." It expresses the determination that urban passenger transportation in Japan will be carried forward in a manner "different from the state of affairs in the United States." I should hope so.

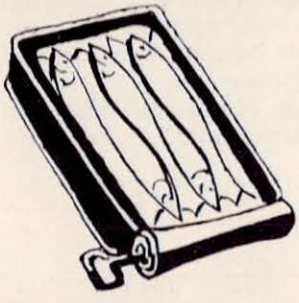
Dr. Noda compliments RA on our "Tomorrow's Railroad" article (Oct. 27, 1958); and advises that Japan is pressing forward in railway development and modernization. Japan's "gross national product," he says, is increasing much faster than that of the US. It could be—because Japan is doing its transportation investment more wisely than the US is. I see where Chief Tallamy of the US Roads Bureau says $11 billion will be spent on highways in 1959, compared to $9.8 billion in 1958.



For shipping beans



or machines



or canned sardines

The better way is Santa Fe

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in our nation go to work for you.

Santa Fe

Letters from Readers

Branch Lines Important

St. Louis, Mo.

To the Editor:

I find the article dealing with the handling of carload traffic to railroad branch line destinations extremely interesting ("How One Branch Line Pays Off," RA, Nov. 3, 1958). My interest is due to the fact that our entire distribution is to, or via, railroad stations located between terminals, and in many instances on branch lines.

Over the past several years there has been more and more attention paid to fast schedules between terminals. This has resulted in the gradual deterioration of service to towns between terminals. Our principal business is the manufacture of animal and poultry feed. Feeding of both animals and poultry is concentrated in rural areas. Our company has decentralized rapidly over the past several years. There are many factors involved in our decentralization program but service to our customers has had a great deal to do with it.

The Mixed Feed Industry in the United States has grown tremendously over the past several years. Manufacture and distribution of scientifically prepared animal and poultry feed this year (1958) will exceed 40 million tons. This creates a tremendous potential tonnage for the carriers. Only by maintaining consistent service to between-terminal points and branch line points can the railroads expect to enjoy their share of this traffic.

Articles such as the one referred to above are, I think, helpful. I sincerely hope there will be more of them.

T. R. Atchison
Director of Transportation
Ralston Purina Company

The Marketing Job

New York

To the Editor:

In your '58 article, "Sales Revolution on the Way?" (RA, Nov. 17, 1958), you emphasize the need for customer orientation as the foundation upon which a successful marketing program is built. But implementation of the marketing concept requires more than customer orientation.

To show what additional is required, we suggest the following definition:

Essentially the marketing concept is a philosophy of management which **gears total company efforts** to developing and offering a transportation service which satisfies a broader range of customer needs—one which (a) customers will buy in preference to what they now use and (b) generates **profitable** revenue.

A prerequisite for doing the marketing job is a sincere conviction on the part of top management of the need for greater emphasis upon the marketing phase of the business. Unless this conviction exists and is shared by down-the-line executives and supervisors, little tangible result can be expected.

The marketing function divides into two general areas of activity—selling and marketing services. The first of these, selling, is concerned with the direction of field solicitation efforts. It includes day-to-day activities concerned with developing and directing field sales personnel in the coverage of their assigned territories. But the extent to which the selling group is successful is largely dependent upon how well the "service" group performs.

Marketing services, on the other hand, include a number of functions essential to implementing the marketing-oriented approach. The following appear important for railroads:

Product or service planning: Find out what transportation services shippers want and need. Coordinate with operating management to develop services that best fit these needs.

Product or service pricing: Coordinate with financial management to secure cost data as a basis for recommending rates which will encourage shippers to buy more of the company's transportation service and contribute to railroad profits.

Market research: Develop methods for (a) determining potential revenue and profits by specific geographic areas and (b) measuring performance in terms of attainment of these potentials as a guide to sales or better utilization of manpower.

Industrial development: Pinpoint types of companies that represent the best potential customers for the transportation services offered and concentrate on locating these firms "on line."

Advertising and sales promotion: Define the role advertising and sales promotion is to play in helping sales get more business. Provide sales with the "selling tools" to accomplish this.

Marketing administration: Manage the flow of information throughout the organization so that data processed and sent out is limited to what is really needed for each individual.

A member of top management should be assigned full responsibility for all marketing functions. This executive should play a leading role in corporate planning and policy making, providing the mechanism for bringing customer points of view to top management.

Fred R. Bates
McKinsey & Company, Inc.

Now—automation starts in an ore crane's cabin on Western Maryland

As giant buckets swing ore from a ship's hold, the weight in each hopper car is electronically transmitted to the Western Maryland yard office.

This starts a chain of Integrated Data Processing which mechanically passes on waybill information to the steel company's mill and offices.

Even before the last loaded car is coupled into place, waybills are waiting for the train. As a result, the ore gets out of the yard quicker, reaches the consignee sooner. This process is simple, systematic, foolproof.

This same IDP system mechanically repeats waybill information to a clearly printed shipping statement—eliminating weight certificate, shipping notice and blanket waybill. Now—Western Maryland customers can complete paper work in minutes instead of hours.

Actually, it's the first installation of its kind where the weighman's recording of information is transmitted electronically.

Call it progressiveness. Call it forward-looking. The important thing is that the IDP system saves the shipper time and money. And WM people value it as one more way they can provide improved service.

300 St. Paul Place, Baltimore 2, Md.—Short Cut for Fast Freight

Current Railroad Questions

Here's the car service quiz based on the April 1, 1958 revision of car service rules. As in the past, I hope you'll take time to figure out the answers and send them to me. In this space in one of the April issues, I'll give you what I think are the correct loadings. Here's hoping your judgment coincides with mine.

Other material that will appear in future issues will continue our discussion of rail joints staggered at midpoints of rails and will introduce two new questions: "Should railroad labor agreements specify a definite retirement age?" and "What is the best way to use impact recorders?" Other topics that we're considering for possible use are: standardization of design to lower production and maintenance costs, methods of promoting safety programs for better overall participation, and the time lapse between a bad-order report and the time a shipper is notified that his car is delayed. Let's have your reaction to these—let us know whether you would like to see these, or other, topics discussed. The only reservation: Keep questions specific. . . . *G.C.R.*

Problem: How would you load cars to cut empty miles?

Fifteen cities to serve . . .

A roofing materials plant, located at Rutherford, N. J. on the Erie, ordered on a recent day 15 box cars to load to the following destinations:

Akron, Ohio
Baltimore, Md.
Beaumont, Tex.
Casper, Wyo.
Colorado Springs, Col.
Decatur, Ill.
Evansville, Ind.
Gulfport, Miss.
Lincoln, Neb.
Louisville, Ky.
Milwaukee, Wis.
Nashville, Tenn.
Richmond, Va.
Syracuse, N. Y.
Tulsa, Okla.

. . . with fifteen ownerships . . .

The Erie yardmaster furnished one each of the following ownerships to fill this order:

B&O	DL&W	Monon	SOU
CASO	ERIE	MP	SLSF
C&O	FW&D	N&W	UP
CNW	L&N	RDG	

. . . and lowest empty mileage.

The loading foreman knew that, under the revised rules effective April 1, 1958, he *could* load these cars to any destination provided it was closer to owner's rails than was the point of origin, but he also knew it was important to keep the empty miles after release to a minimum. He applied the cars so that, upon release, no car was more than 75 miles from a junction with the home road, and the aggregate empty miles on all empty cars was surprisingly low.

Let's see what you can do!

Solutions should be listed in alphabetic order of destinations and should reach me not later than April 6. When cars are used to a destination not on a homeroad, the mileage to the home junction and its name should be given on your answer.

The applications of the loading foreman and the names of those who equal or better his record will appear on this page as soon as practicable after the solutions are received.

CONDUCTED by G. C. RANDALL, district manager, Car Service Division (ret.), Association of American Railroads, this column runs in frequent weekly issues of this paper and is devoted to authoritative answers to questions of interest to railroaders at all levels of responsibility. Readers are invited to submit questions and when so inclined, letters agreeing or disagreeing with our answers. We will pay $10 for questions suggested by readers, which are used in this column. Communications should be addressed to Question and Answer Editor, Railway Age, 30 Church Street, New York 7.

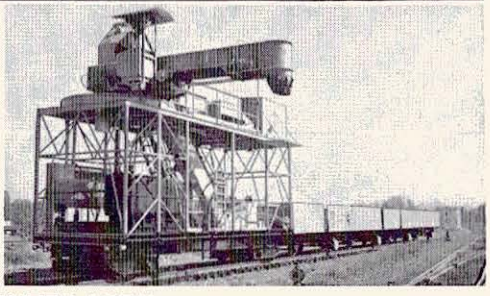
CONVEYCO

The NEW LEADER in BUNKER ICING MACHINES

BRINGS YOU MAJOR SAVINGS

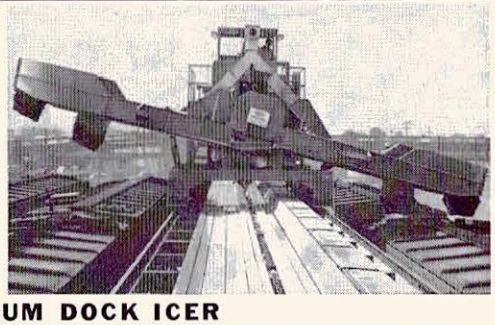
Great new improvements offered by Conveyco BUNKER ICING machines are producing tremendous savings in both initial installation and in operating costs for ice companies and railroads.

CONVEYCO machines with twin drum ice breakers reduce 300 lb. or 400 lb. blocks of ice to smaller bunker ice sizes with amazing uniformity and a minimum of wasteful fines. Fast two-man operation — one operator and helper — reduces costs. Write for complete money-saving story of "on-the-job performance" now.



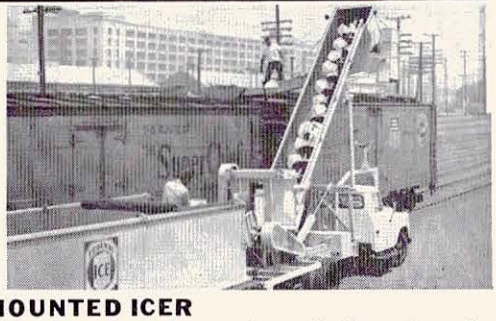
RAIL MOUNTED ICER

A complete self-propelled unit that ices refrigerator cars from an adjoining track. Carries own ice supply. Eliminates breaking up of long trains to ice cars. Saves time and money.



TWIN DRUM DOCK ICER

A fast two-man machine with automatic salting unit that ices and salts bunkers simultaneously. Ice is delivered to both hatches of a bunker at same time. Requires lighter dock construction than any other comparable machine — also is faster and more efficient.



TRUCK MOUNTED ICER

Speeds icing of cars located on sidings or in yards. Saves time of shuttling cars in and out of ice house docks. Also valuable where ice house is far from loading point. Used effectively for icing cold storage bunkers. Owners report savings of as much as 70%.

Put efficiency in your bunker icing operations and show profits with a Conveyco machine. ***Call or write for complete details today.***

CONVEYCO **THE CONVEYOR CO.**
ENGINEERS AND MANUFACTURERS
3260 E. Slauson Ave. • Los Angeles 58, Calif.

FOR REPAIR AND MAINTENANCE...

acf can supply car parts of every type

acf can furnish you practically every car part you need for your repair and maintenance programs! In many cases you can get immediate delivery of standard parts from stock. Or parts can be fabricated to your own specifications in acf's large and efficient car-building shops.

acf CAR PARTS FABRICATED TO SPECIFICATIONS:

- Side Sheets
- End Sheets
- Floor Plates
- Hopper Doors
- Longitudinal Hoods
- Hopper Sheets
- Hopper Door Frames
- Side Stakes

Many other parts from axles to uncoupling rod brackets available for immediate delivery. Your acf Representative can give you all the facts. Why not call him now.

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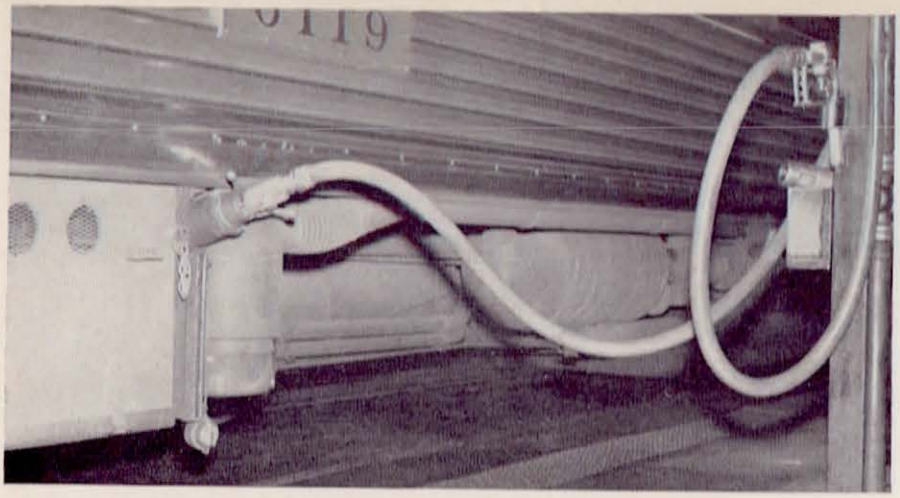


THIS MONEY-SAVING, spill-proof fueling system will be on all Boston & Maine diesel units by next April. B&M is paying for it out of savings.

Stop Your Oil Spillage Losses

Fuel oil spillage problems, which have plagued railroads since the first diesel was placed in service, may have been solved.

An apparently spill-proof refueling system has been developed by the Houston Company, a Wallingford, Conn., valve manufacturer. The Boston & Maine will have converted all its diesel units to the Houston system by next April.

The B&M estimates that the direct loss from spilling fuel, before installation of the system, was at least $100 a year for each locomotive. This loss has been eliminated. Refueling and servicing operations are now done with a minimum of personnel. With the new automatic system, one man can refuel up to six RDC cars at once, with no fuel spillage. The fueling man can also double as the sanding man while a fuel tank is being automatically filled.

The system has three basic components: a fuel-level-sensing pilot valve; a shut-off valve which supplies hydraulic power to close a nozzle; and the nozzle itself, which automatically shuts off when proper fuel level has been reached.

All major components are completely interchangeable on any type of locomotive or RDC. The equipment can be installed in about 1½ manhours. The only non-interchangeable item is the pressure transmission line kit, which is tailor-made at the factory for specific types and models of locomotives.

The equipment, incidentally, is being paid for out of what it saves.

Floor Racks Last Life of Car

American Refrigerator Transit Company is testing aluminum floor racks in refrigerator cars. The first car so equipped, placed in service last fall, has produced satisfactory results, ART reports.

RACKS in raised position.

The test racks, weighing 45% less than galvanized or stainless steel, were designed by Reynolds Metals Company and Pacific Car & Foundry. PC&F fabricated the racks at its Renton, Wash., shops.

Weight savings cut deadload in the car and make rack sections easier to handle, says ART. Serrated surfaces provide good traction for fork lifts and reduce skid danger. The extruded aluminum shapes are assembled partly by riveting and welding; stringers are 2⅞-in I-beams, while slats are channel-shaped.

Reynolds claims these advantages for metal racks over standard wood racks: they resist corrosion, won't rot or rust. Unless damaged in accidents, they will last the lifetime of the car. Replacement parts can be installed easily. Metal racks won't absorb odors or moisture, and can be cleaned in a hurry.

New Center Sill

C&O project aimed at cutting damage claims

The Chesapeake & Ohio's research department has developed another weapon in the fight against freight damage.

The weapon, designed to increase the energy-absorbing capacity of freight-car frames, is a floating-tube center sill. Tests at the Technical Center of the National Malleable & Steel Castings Co.—with a C&O hopper, first car to get the new device—showed that:

- Impact forces were more uniformly distributed through the car body than with the conventional draft-gear arrangement;
- Energy absorption during impact was increased 50% over the standard arrangement;
- Coupler forces were reduced by as much as 40%.

The AAR has authorized the C&O to apply the underframe to 25 cars in interchange service. So far it has been applied to 11 cars; the hopper mentioned above, and 10 box cars assigned to automobile-glass service.

The floating-tube is less complicated than some other underframe designs, but its capacity is lower. Basically, it is an arrangement which places the two conventional freight-car draft gears in series through use of a tubular column between the backs of the gear yokes.

The tube is strong enough to transit the draft-gear closing force of 400,000 lb. It is effective only under buff loads (those tending to compress the car underframe and structure). When a car with this center-sill design is being pulled, the draft gears act as they would under any conventional freight car.

The new C&O arrangement uses 5½-in. O.D. oil-well casing supported at regular intervals through the standard car center sill. The pipe is used to back up the draft gear instead of the regular buff lugs. The lugs are moved back sufficiently to allow both gears to close, and also to compensate for the 1-in. elastic compression of the pipe under a 400,000-lb force. The arrangement requires longer draft-key slots, along with long-shank couplers previously used only with the recently developed 36-in. draft gears.

CLIC in time...

...like the proverbial "stitch", closes gaps for industrial Traffic Managers.

CLIC saved shipping time recently on a car rolling towards the right city, but routing was incomplete for the required delivery. A costly delay and great inconvenience would have resulted if consignee's Traffic Manager had not been notified of this. But, fortunately for him, the shipment was moving on the Chesapeake and Ohio.

Right after CLIC teletyped the car movement information to the C&O traffic office at destination, a phone call to the Traffic Manager got a warm thanks and instructions to complete the routing in plenty of time.

CLIC (Car Location Information Center) is C&O's all-teletype reporting system which can give the location of any car on C&O tracks at any time.

Shippers are finding CLIC of tremendous value in many ways. Is your Traffic Department making full use of it?

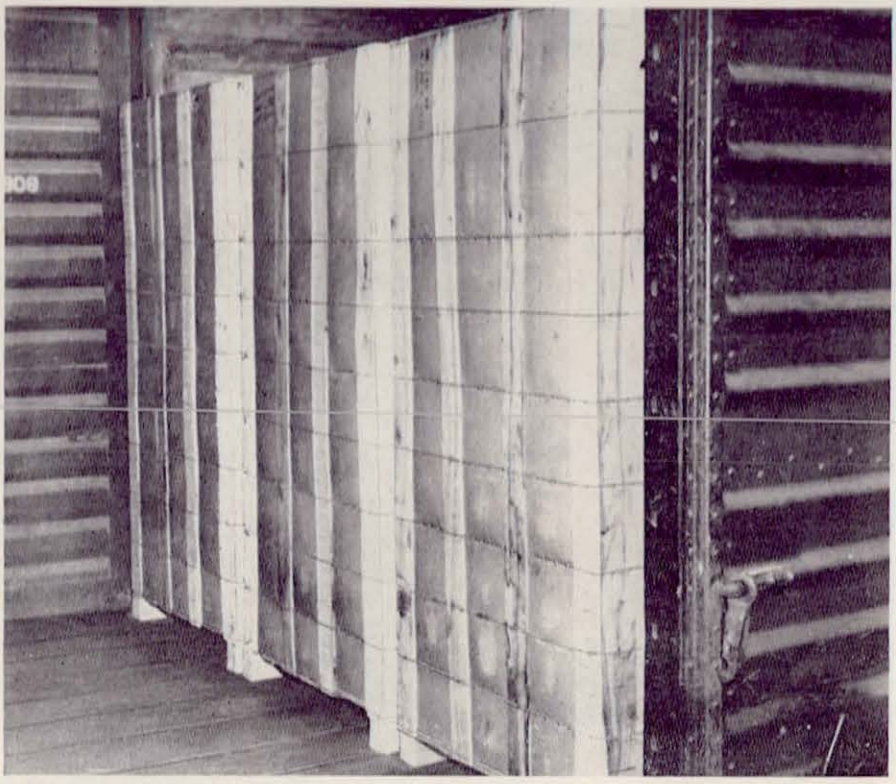
Write for your copy of a booklet describing CLIC in detail.

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!

Ideas For Better Shipping



NEW, SQUARE 50-cu-ft wirebound corrugated containers load three wide and 13 long in standard 40½-ft box cars, to permit shipment of full carload weights of most powdered or granular materials. Four-way pallet base permits loading all containers with stringers in direction of travel.

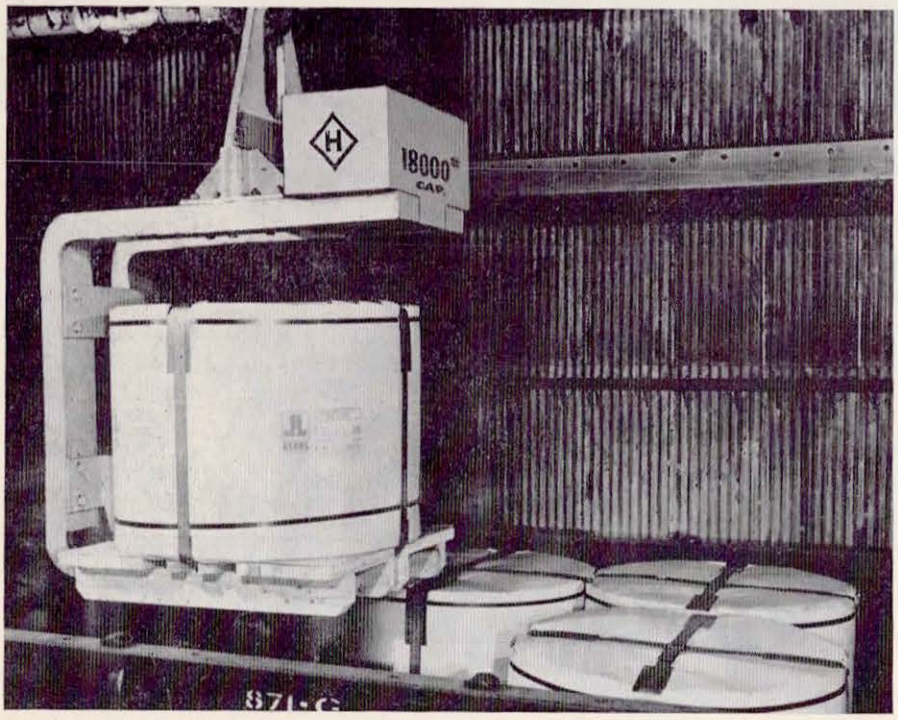
New Container Offered for Granules and Powder

A new type of expendable, wire-bound corrugated container is said to offer important advantages in shipment, storage and handling of certain types of granular and powdered materials.

Basically, the new containers consist of horizontally-fluted 125-test corrugated board, sandwiched between horizontal rows of internal wooden cleats and vertical rows of external wooden slats. Containers are bound with wire to prevent bulging; are mounted on a four-way pallet base; and may be stacked two high. Kraft or polyethylene liners are available where contamination or moisture protection is necessary.

The new containers are available in "truck" sizes, with a capacity of 22.9 cu ft and approximately 1,000 lb; and "rail" sizes, with capacities of 50 cu ft and approximately 1,750 lb. Inside dimensions of rail containers are 72¾ in. by 34½ in. by 34½ in.

Cost of the new containers is reportedly competitive with costs of both cylindrical corrugated containers and multi-wall bags. They are said, however, to be easier and cheaper to handle than bags.



KING-SIZED COIL OF TIN PLATE, weighing 15,000 lb, is delivered to freight car by Heppenstall "C" hook pallet lifter at Jones & Laughlin Steel Corporation's plant at Aliquippa, Pa.

Here's a Way to Move Tin Plate in 'King-Size' Coils

To meet can manufacturers' demands for larger units, Jones & Laughlin Steel Corporation's Aliquippa, Pa., plant now ships tin plate in large-size coils steel-strapped on individual wooden pallets.

This method is replacing the traditional practice of shipping tin plate in packages of flat sheets, each about the size of a standard newspaper page. The largest coils used to weigh 7,500 lb. A typical "king-size" coil, 34½ in. wide and approximately 15,000 ft. long, weighs about 15,000 lb. It contains enough tin plate for more than 110,000 cans.

The big coils and their carrying pallets are handled by overhead crane equipped with Heppenstall "C" hook pallet lifters. The counterbalanced lifters, with capacities of 18,000 lb, will move the loaded pallets to any point within reach of the crane, or position them as desired on freight cars or barges.

Special Shipping Problems?

TRY ERIE'S SPECIAL EQUIPMENT

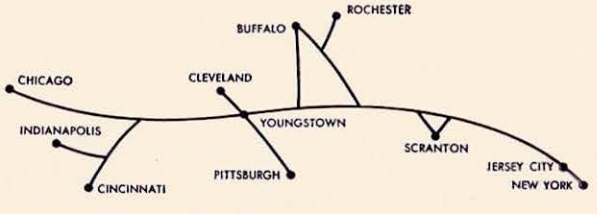
An important aspect of the complete **customer service** provided by your local Erie representative is assistance in analyzing the requirements of your shipments. And where your shipment can be handled more economically or more safely with special Erie equipment, he'll recommend it.

Erie customers regularly profit by using Erie covered hopper cars, heavy duty flat cars, special covered gondolas for coiled sheet steel and tin plate, various types of D-F cars, and Piggy-Back equipment. In fact, Erie's close **customer service** has resulted in the very development of much of this equipment.

When you specify, "Route it Erie", you'll see exactly what Erie **customer service** means to you. It's our way of running a railroad—of matching all Erie operations to your particular needs for more dependable delivery of your shipments.

Symbol of dependable **customer service**

ERIE

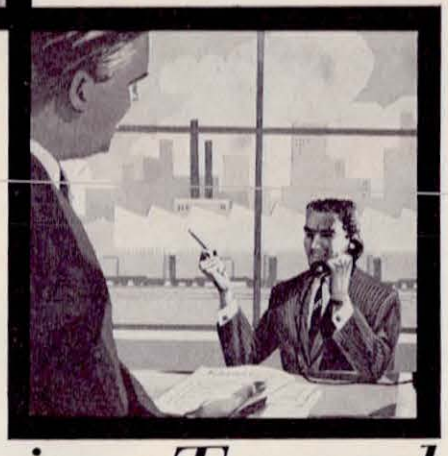


Erie Railroad

Dependable Service for the Heart of Industrial America

TWO MORE SATISFIED CUSTOMERS

OUR SHIPPER AND HIS CUSTOMER



When Shipping To and From New England . . . Use the L&HR Railway

. . . for These Satisfying Advantages

1. Daily coordinated schedules with these connections: B&O-CSD; CNJ-RDG; DL&W; LEHIGH VALLEY; PENNSYLVANIA and NYS&W—Seatrain Lines.
2. Prompt handling of cars to and from connections.
3. Tracing information available at all offices.
4. Prompt notification and repair of "crippled" cars.
5. Completely radio equipped.

Traffic offices in Boston, Mass. Chicago, Ill. Cleveland, Ohio New Haven, Conn. New York, N.Y. Pittsburgh, Pa.

R. C. Winchester G. F. T. M.
General Offices: WARWICK, NEW YORK

LEHIGH and HUDSON RIVER RAILWAY COMPANY
"The New England Freightway"

Traffic Publications

WIRE STITCHING. 28 pages. Illustrations. Specification tables. Acme Steel Company, Dept. RA, 135th st. & Perry ave., Chicago 27.

This new catalog describes the flat and arcuate methods of wire stitching; outlines typical stitching operations; and gives details and specifications on more than 30 stitching machines. Data on wire and accessory equipment are included.

TRANSPORTER FACTS AND FACTORS. 16 pages. Illustrations, Automatic Transport Company, Dept. RA, 149 W. 87th st., Chicago.

Lists and discusses factors to be considered in selecting lift and transporter trucks of various types for various uses.

LECTURES presented during course in Canadian Traffic and Transportation at Assumption University, Windsor, Ont., 1957-58 season. Mimeographed. Copies, at $4.00 each, available from R. J. LaVigne, chairman, Education Committee, Essex-Kent district, Canadian Industrial Traffic League c/o Hiram Walker & Sons, Walkerville, Ont.

Includes 17 lectures relating principally to transportation regulation in Canada and the United States. They were given by government officials, transportation men and industrial traffic managers from both countries.

ECONOMICS OF CANADIAN TRANSPORTATION, by Prof. A. W. Currie. Copies, at $10.00 each, from Miss B. Hannan, librarian, Canadian Industrial Traffic League, 20 Bloor st., West, Toronto 5, Ont.

This current detailed study of Canada's transportation system examines both theories and principles, with frequent citation of specific examples and cases. It is considered, in Canada, as "likely to be the definitive work in this field for some years."

HANDBOOK OF STRAPPING AND MATERIALS HANDLING EQUIPMENT. 52 pages. A. J. Gerrard & Co., Dept. RA, 1950 Hawthorne ave., Melrose Park, Ill.

Covers various types of steel strapping and pressure sensitive tape, and methods of using them. Includes application photos and charts.

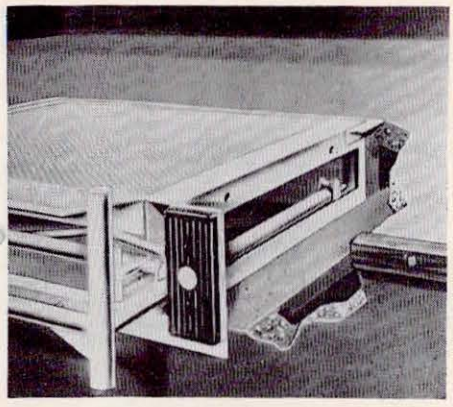
TRAMRAIL ENGINEERING & APPLICATION. 12 pages. Cleveland Tramrail division, Dept. RA, Cleveland Crane & Engineering Co., Wickliffe, Ohio.

Describes various types of carriers, cranes, tractors, track switches, buckets and grabs for tramrail systems. Photographs and diagrams show a wide variety of overhead materials handling installations.

PALLET HANDLING IN NARROW AISLES. 24 pages, diagrams, specification tables. Raymond Corp., Dept. RA, 364-170 Madison st., Greene, N. Y.

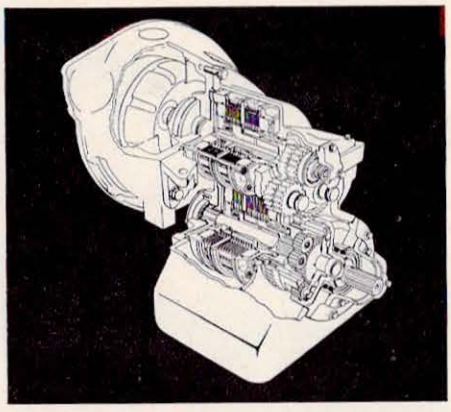
Describes principal types of pallets and trucks available for narrow-aisle operation. A floor-planning worksheet is included.

New Products Report



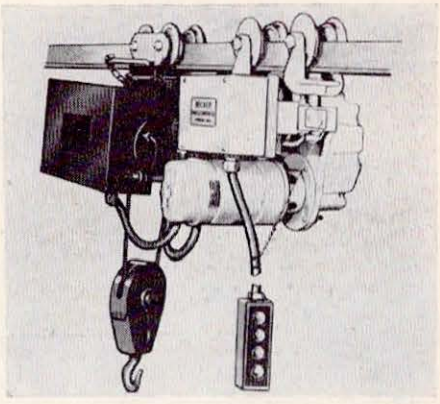
Automatic Loading Ramp

A new automatic loading ramp bridges gaps between car or truck floors and loading docks, to compensate for differences in levels. The low-cost ramp can be recessed into the dock floor or placed in front of the dock, on legs. By making it possible to use mechanical equipment in loading or unloading, the ramp is said to eliminate costly manual rehandling. *American Dockbridge, Inc., Dept. RA, 235 West Oklahoma ave., Milwaukee 7.*



New Transmission

A dual-range, power-shifted Hystamatic transmission is now available as optional equipment on Challenger 60, 70 or 80 lift trucks in the 6,000-8,000 pound capacity range. It's a hydraulic-shift constant mesh unit, with integral torque converter. All components are confined in a single housing mounted on the engine as an integral part of the power train. *Hyster Company, Dept. RA, 2902 N. E. Clackamas street, Portland 8, Ore.*



Monorail Drive Unit

Designed to provide powered travel for hoists or other load carriers along a monorail system or across bridges, this new "Uni-Tractor" drive unit handles loads up to five tons at speeds up to 2,000 feet per minute. Traction is obtained through a spring-loaded solid rubber drive wheel which runs on the underside of the track. Power is transmitted through a spur gear reduction unit. *Becker Crane & Conveyor Co., Dept. RA, 4900 Ridge rd., Cleveland 9.*

Trackside Car Shaker

The "Vibrolator" car shaker is an electrically driven device for trackside mounting. Power is supplied by a 7½-hp, 1,725-rpm, 220-240-volt, three-phase, 60-cycle electric motor mounted behind the shaker head. The contact surface of the head measures 18 in. by 24 in. Top of the head stands approximately 58 in. above the rails. The shaker will unload about 80 tons per hour. *Martin Engineering Company, Dept. RA, Neponset, Ill.*

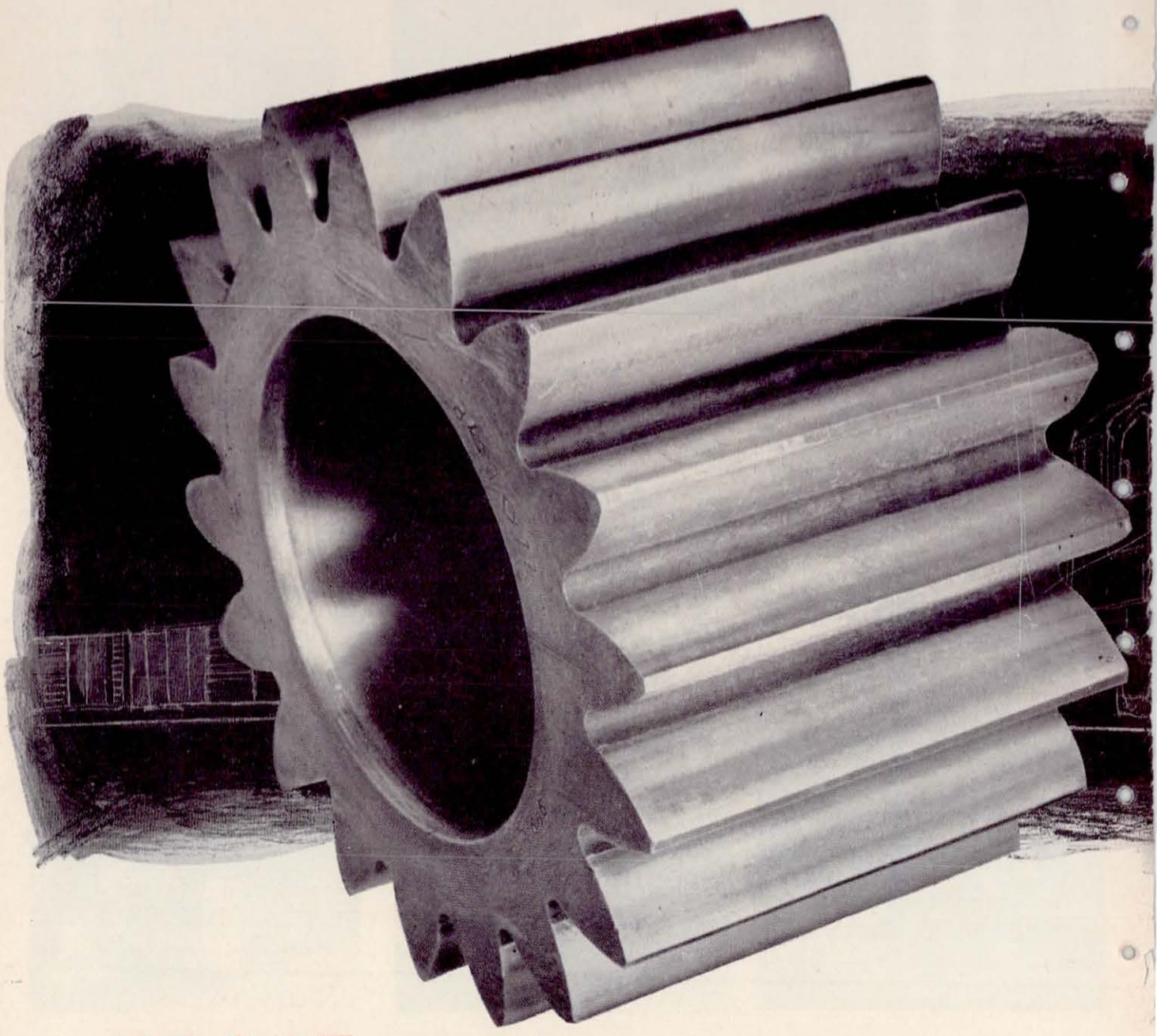
Aluminum Booster

The "Erecto" aluminum booster is said by the manufacturer to be suitable for stacking and unstacking in storage areas, loading or unloading railroad cars and trucks, or as a grade retriever in gravity lines. It is available in three lengths; is 5 in. deep and 19 in. wide. Standard length units may be expanded by long-bed sections. A ½-hp reversible motor furnishes power for operation in either direction. *Lamson Corp., Dept. RA, Syracuse 1, N. Y.*

Adjustable Trailer

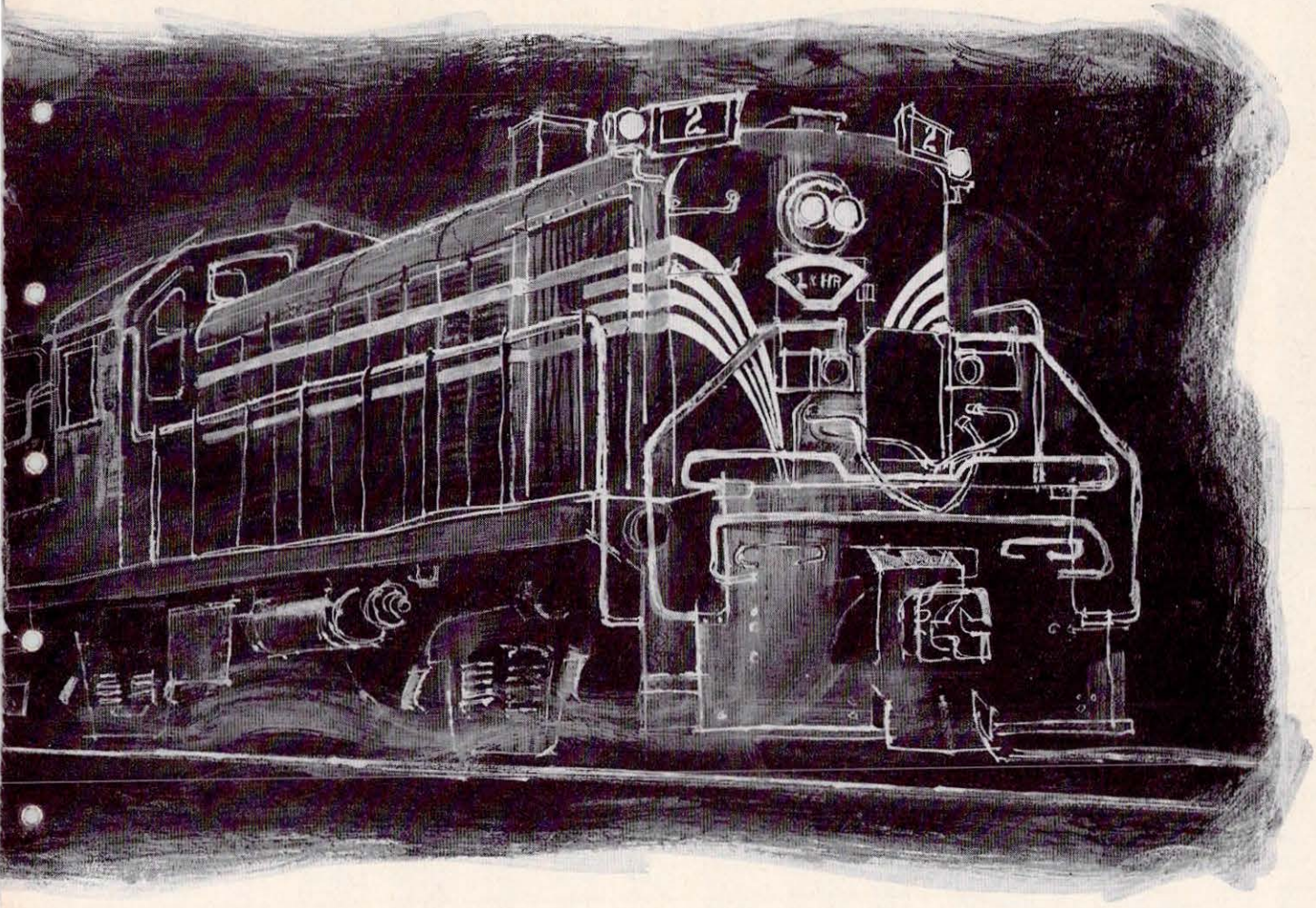
A new aluminum semi-trailer tilts, tips, and can be lowered to street level or raised to a height of 52 in. Called the "Leveloder" semi-trailer, it is said to cut loading time by one-third, reduce delivery costs and do away with heavy lifting. In the low position, rear wheels retract into the trailer body. Any conventional tractor can be used to haul the Leveloder. *Thompson Trailer Corporation, Dept. RA, 2 Old Court rd., Pikesville, Md.*

Like New After



PROOF Unretouched photo shows typical traction motor pinion gear from Lehigh and Hudson River Railway Company locomotive after 8 years of service. Commenting on this, W. E. Burns, L and HR Mechanical Superintendent, says: "To date, all axle gears and traction motor pinion gears have shown very little wear. This proves to us the excellent lubricating properties of Sinclair Jet Lubricant TM."

8 Years Service



SINCLAIR JET LUBRICANT TM CUTS COSTLY GEAR WEAR

Sinclair Jet Lubricant TM is a rich, rugged Pennsylvania oil that cushions traction motor gear teeth, prevents undue wear and reduces excessive electrical loads. Now in use on over 100 American railroads, it's unsurpassed for heavy-duty work in Diesel traction motor gears.

Available in 1-lb and 2-lb Poly bags; also in 4-lb Poly bags for recharging at overhauls; in 35-lb pails; 120-lb and 400-lb drums.

For additional information, contact Sinclair Refining Company, Railway Sales, 600 Fifth Avenue, New York 20, N. Y. • Chicago • St. Louis • Houston

SINCLAIR RAILROAD LUBRICANTS

Freight Operating Statistics of Large Railroads—Selected Items

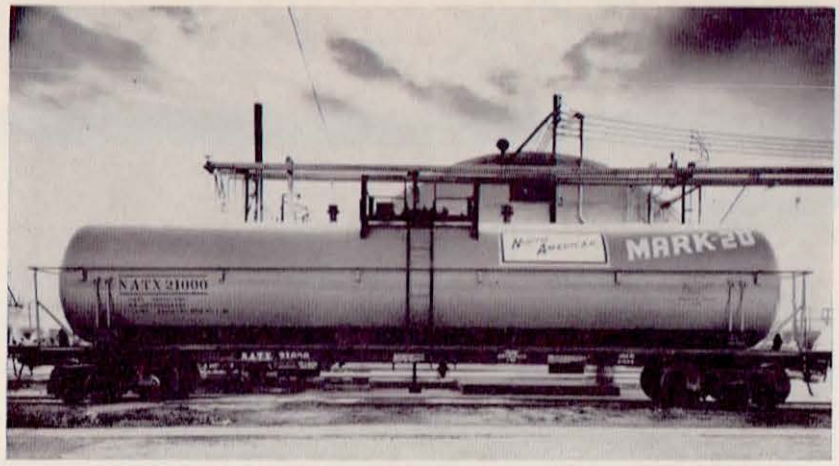
Region, Road and Year		Miles of road operated	Train miles	Locomotive Miles: Principal and helper	Locomotive Miles: Light	Car Miles: Loaded (thousands)	Car Miles: Per cent loaded	Ton-miles (thousands): Gross excl.locos & tenders	Ton-miles (thousands): Net rev. and non-rev.	Road-locos on lines: Serviceable: Unstored	Road-locos on lines: Serviceable: Stored	Road-locos on lines: Per cent: B. O.	Road-locos on lines: Per cent: B. O.
New Eng. Region													
Boston & Maine	1958	1,559	201,523	201,871	3,680	7,620	61.4	536,658	219,789	59	19	15	16.1
	1957	1,559	219,736	219,736	3,823	8,305	60.1	582,761	226,156	69	1	10	12.5
N. Y., N. H. & Htfd	1958	1,739	233,121	233,121	15,299	9,734	65.1	642,278	269,432	71	..	16	18.4
	1957	1,739	251,131	251,131	16,716	10,222	62.6	688,909	281,243	84	..	7	7.7
Great Lakes Region													
Delaware & Hudson	1958	764	151,344	153,691	2,793	7,742	64.3	555,795	282,048	34	..	4	10.5
	1957	764	156,904	163,167	7,150	8,268	63.5	605,892	307,500	37	..	3	7.5
Del., Lack. &Western	1958	918	223,388	226,896	9,329	9,521	64.8	653,825	274,351	58	..	5	7.9
	1957	928	241,258	248,852	14,309	11,098	66.2	738,580	308,436	61	..	2	3.2
Erie	1958	2,207	500,906	503,311	11,479	28,355	67.7	1,784,347	705,166	170	2	2	1.1
	1957	2,207	549,848	552,492	13,953	30,526	65.0	1,956,560	744,341	171	..	2	1.2
Grand Trunk Western	1958	951	193,842	194,237	1,344	6,747	59.9	485,560	189,082	42	15	18	24.0
	1957	951	229,004	240,740	1,781	7,311	59.3	531,342	204,951	55	14	13	15.9
Lehigh Valley	1958	1,116	184,834	187,236	2,748	8,056	63.7	561,916	252,793	28	..	6	17.6
	1957	1,133	210,484	213,703	5,716	9,110	63.5	636,334	285,637	31	..	3	8.8
New York Central	1958	10,447	1,957,079	1,968,232	84,707	81,661	56.3	6,212,034	2,719,242	390	3	55	12.3
	1957	10,570	2,084,044	2,100,170	83,985	84,303	54.7	6,489,492	2,749,152	442	22	29	5.9
New York, Chic. & St. L.	1958	2,155	553,856	553,856	4,140	25,503	62.1	1,869,015	819,381	99	31	6	4.4
	1957	2,155	639,037	652,143	4,310	27,662	62.5	1,976,044	856,860	154	12	10	5.7
Pitts. & Lake Erie	1958	221	46,294	46,294	....	1,874	61.8	172,559	105,816	13	1	1	6.7
	1957	221	54,981	54,981	....	1,934	58.7	173,480	100,897	14	..	1	6.7
Wabash	1958	2,379	467,406	468,705	3,545	19,494	63.2	1,358,552	538,741	112	..	2	1.8
	1957	2,379	505,715	508,053	4,355	22,029	62.1	1,502,980	573,847	109	..	3	2.7
Central Eastern Region													
Baltimore & Ohio	1958	5,830	1,269,680	1,369,206	96,000	58,424	59.7	4,539,024	2,177,750	424	78	4	.8
	1957	5,890	1,467,049	1,602,740	123,418	59,134	59.4	4,926,065	2,309,985	460	26	64	11.6
Bessemer & Lake Erie	1958	203	44,284	43,988	58	2,026	71.6	212,120	140,259	13	1	..	..
	1957	208	44,402	46,110	90	1,804	60.4	211,163	135,418	15	..	..	..
Central RR Co. of New Jersey	1958	600	108,522	109,737	5,505	4,045	65.0	313,186	166,365	61	..	5	7.6
	1957	612	111,765	113,005	5,488	4,401	62.2	340,185	177,511	61	..	4	6.2
Chicago & Eastern Ill.	1958	863	127,695	127,695	2,349	4,900	59.0	387,925	185,967	27	..	3	10.0
	1957	862	115,841	115,841	2,281	4,776	61.4	362,950	173,165	26	..	1	3.7
Elgin, Joliet & Eastern	1958	236	53,248	53,376	....	2,021	61.3	167,890	90,959	39	4	1	2.3
	1957	236	78,993	79,612	....	2,286	59.0	195,313	104,588	36	2	5	11.6
Pennsylvania System	1958	9,885	2,528,019	2,661,158	168,959	108,547	62.0	8,240,858	3,838,534	671	33	118	14.4
	1957	9,911	2,717,954	2,895,332	209,590	113,673	59.8	8,645,150	3,900,196	814	49	196	18.5
Reading	1958	1,302	281,355	282,911	9,775	11,129	59.4	934,460	486,139	131	12	33	18.8
	1957	1,303	332,348	334,530	11,620	12,725	58.5	1,101,423	579,327	164	17	6	3.2
Western Maryland	1958	844	145,515	152,012	9,428	6,133	59.6	551,481	311,672	41	2	2	4.4
	1957	845	161,356	166,271	7,992	6,457	61.3	574,309	327,260	50	..	..	..
Pocahontas Region													
Chesapeake & Ohio	1958	5,066	1,191,810	1,195,727	21,830	56,188	54.1	5,072,708	2,804,288	578	..	25	4.1
	1957	5,067	1,440,165	1,445,362	27,796	63,582	53.4	5,894,277	3,224,710	613	8	79	11.3
Norfolk & Western	1958	2,116	586,715	616,929	40,287	30,600	55.6	2,972,554	1,611,160	177	22	6	2.9
	1957	2,109	664,398	723,238	58,625	34,222	54.6	3,368,743	1,826,878	222	31	14	5.2
Rich. Fred. & Potomac	1958	110	35,068	35,068	742	2,304	62.3	158,460	63,472	14	1	..	..
	1957	110	40,366	40,366	867	2,548	61.9	173,627	68,108	15	..	..	..
Virginian	1958	608	137,860	140,185	3,517	7,334	53.5	715,089	401,758	49	13	15	19.5
	1957	611	160,197	162,882	4,407	8,152	54.6	798,154	454,241	59	8	12	15.2
Southern Region													
Atlantic Coast Line	1958	5,289	624,794	624,794	6,302	23,122	56.3	1,817,019	811,690	113	10	..	..
	1957	5,282	686,576	686,579	8,620	23,222	56.0	1,806,506	790,366	124	11	2	1.5
Central of Georgia	1958	1,730	192,185	192,185	2,205	7,634	63.9	581,778	282,833	33	..	2	5.7
	1957	1,730	195,413	195,413	2,243	7,652	62.7	565,388	267,507	34	..	2	5.6
Florida East Coast	1958	571	112,705	112,705	....	3,859	52.1	302,691	106,657	49	..	4	7.5
	1957	571	123,551	123,551	....	4,198	50.4	329,457	117,181	58	..	1	1.7
Gulf, Mobile & Ohio	1958	2,717	253,815	253,815	....	14,241	64.3	1,030,195	487,231	84	..	7	7.7
	1957	2,717	262,656	262,656	119	14,535	63.7	1,060,697	498,933	87	..	4	4.4
Illinois Central	1958	6,497	1,013,397	1,013,397	26,234	44,024	59.5	3,357,192	1,551,576	184	43	156	40.7
	1957	6,497	1,099,074	1,099,074	30,840	45,945	57.5	3,514,662	1,566,520	250	42	54	15.6
Louisville & Nashville	1958	5,680	870,213	872,355	16,357	35,227	58.1	2,821,851	1,375,875	156	..	3	1.9
	1957	5,686	1,017,413	1,019,795	18,879	35,751	57.5	2,831,357	1,388,279	154	..	6	3.8
Seaboard Air Line	1958	4,135	569,611	569,611	817	23,423	58.1	1,846,944	850,589	136	..	6	4.2
	1957	4,049	645,512	645,512	1,819	24,671	58.4	1,913,189	859,781	142	..	6	4.1
Southern	1958	6,249	838,205	838,431	8,996	40,256	64.2	2,785,634	1,293,258	193	1	3	1.5
	1957	6,251	848,197	848,489	9,592	39,679	62.6	2,747,257	1,237,824	189	3	11	5.4
Northwestern Region													
Chicago & North Western	1958	9,254	807,339	807,432	8,723	34,930	60.1	2,238,388	1,047,900	171	..	16	8.6
	1957	9,252	824,060	824,060	7,677	28,933	57.4	2,189,982	954,789	168	4	11	6.0
Chicago Great Western	1958	1,437	125,170	125,170	183	6,464	64.6	456,670	206,440	26	..	..	..
	1957	1,437	127,164	127,164	200	7,771	66.0	489,059	218,263	29	..	1	3.3
Chic., Milw., St. P. & Pac.	1958	10,582	840,667	852,388	14,055	38,429	61.0	2,736,340	1,191,636	285	6	11	3.6
	1957	10,586	864,815	876,596	15,210	37,598	59.6	2,664,529	1,151,325	285	1	13	4.3
Duluth, Missabe & Iron Range	1958	55	39,308	39,396	467	1,382	52.0	151,655	89,906	52	23	12	13.8
	1957	567	64,148	64,289	596	2,117	48.9	228,906	147,087	40	51	22	19.5
Great Northern	1958	8,281	924,637	928,172	22,369	39,386	63.8	2,894,785	1,339,862	266	..	16	5.7
	1957	8,273	1,012,548	1,016,572	23,009	40,187	65.8	2,842,030	1,302,623	236	61	4	1.3
Minneap., St. P. & S. St. Marie	1958	4,169	353,557	354,086	447	12,326	63.5	848,650	376,025	90	8	1	1.0
	1957	4,169	414,441	415,440	1,192	12,810	62.6	800,212	378,732	88	8	2	2.0
Northern Pacific	1958	6,533	763,712	771,176	11,424	31,229	61.5	2,231,909	964,973	235	3	6	2.5
	1957	6,534	763,829	773,221	15,675	30,800	60.1	2,229,378	946,813	202	52	1	0.4
Spokane, Portland & Seattle	1958	935	139,526	139,526	1,303	5,989	74.8	401,121	197,194	52	..	2	3.7
	1957	944	132,089	132,089	1,206	5,525	69.8	368,352	197,745	50	..	3	5.7
Central Western Region													
Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1958	13,081	2,506,751	2,697,858	69,572	115,825	61.2	8,404,023	3,225,113	579	4	107	15.5
	1957	13.172	2,370,669	2,504,252	50,533	111,220	61.8	7,811,441	2,870,828	578	23	86	12.5
Chic., Burl. & Quincy	1958	8,657	1,097,162	1,096,048	33,671	46,243	61.2	3,305,838	1,421,532	145	9	72	31.9
	1957	8,729	1,060,654	1,057,336	25,165	46,920	62.6	3,222,150	1,353,360	151	45	46	19.0
Chic., Rock I. & Pac.	1958	7,548	945,350	943,575	2,774	35,670	60.7	2,658,352	1,138,667	176	..	9	4.9
	1957	7,614	916,136	922,317	1,791	35,607	57.2	2,689,429	1,087,101	175	..	11	5.9
Denver & R. G. Wn.	1958	2,155	293,211	312,070	30,604	14,260	74.4	976,439	488,896	81	8	8	8.2
	1957	2,155	294,325	316,078	26,582	14,139	69.5	979,433	466,263	91	..	5	5.2
Southern Pacific	1958	8,024	1,990,202	2,067,601	113,489	93,701	65.9	6,402,196	2,739,647	640	5	43	6.3
	1957	8,035	1,928,875	2,006,225	104,974	89,960	61.1	6,309,435	2,518,186	668	104	38	4.7
Union Pacific	1958	9,748	2,241,320	2,279,291	63,880	104,181	64.4	7,094,675	2,980,996	368	24	113	22.4
	1957	9,786	2,167,190	2,211,678	74,165	102,393	62.0	7,043,644	2,840,973	362	103	61	11.6
Western Pacific	1958	1,189	241,636	247,317	22,158	10,408	70.6	679,547	303,883	45	..	2	4.3
	1957	1,190	220,893	237,068	11,906	10,599	70.5	685,447	304,910	45	..	1	2.2
Southwestern Region													
Kansas City Southern	1958	886	132,756	132,779	214	6,888	64.5	522,014	240,673	21	..	1	4.5
	1957	886	130,439	130,439	106	7,542	64.4	564,286	255,888	24	..	1	4.0
Louisiana & Arkansas	1958	746	69,843	69,843	28	3,729	65.4	289,727	139,047	20	..	..	..
	1957	746	79,004	79,004	10	4,012	63.3	313,752	146,141	19	..	..	..
Mo.-Kans.-Texas Lines	1958	2,915	206,006	206,006	1,862	9,861	61.6	728,994	323,482	71	..	2	2.7
	1957	3,059	235,065	235,065	2,368	10,658	59.7	751,047	337,565	75	..	4	5.1
Missouri Pacific	1958	9,515	1,072,680	1,072,680	8,191	50,569	62.7	3,690,428	1,673,559	214	18	22	8.7
	1957	9,594	1,091,364	1,091,364	8,415	50,997	62.1	3,665,611	1,618,538	326	13	28	7.6
St. Louis-San Francisco	1958	4,541	581,383	581,383	6,586	23,943	65.9	1,647,628	760,953	95	..	11	10.4
	1957	4,560	605,078	605,078	5,696	23,274	62.7	1,629,334	722,805	92	..	11	10.7
St. Louis Southw. Lines	1958	1,554	310,384	310,444	1,603	14,463	67.3	942,316	421,228	56	..	..	..
	1957	1,554	300,887	300,899	1,428	14,045	65.7	912,618	407,953	56	..	1	1.8
Texas & New Orleans	1958	4,206	606,490	606,490	523	27,235	64.4	1,939,287	876,629	134	..	5	3.6
	1957	4,272	560,940	560,940	480	25,794	62.3	1,848,901	810,625	143	..	..	..
Texas & Pacific	1958	1,822	276,539	276,539	2,537	12,983	61.7	960,464	370,951	39	..	2	4.9
	1957	1,822	282,665	282,665	2,502	13,460	60.2	1,001,343	372,760	46	..	1	2.1

For the Month of November 1958 Compared with November 1957

Region, Road and Year		Freight cars on line: Home	Foreign	Total	Per Cent B. O.	G.t.m.per train-hr. excl.locos. and tenders	G.t.m.per train-mi. excl.locos. and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Car miles per car-day	Net daily ton-mi. per road-mi.	Train-miles per train-hour	Miles per loco. per day
New Eng. Region	Boston & Maine 1958	2,285	6,706	8,991	3.3	43,423	2,667	1,092	28.8	800	45.1	4,699	16.3	80.5
	1957	2,780	7,553	10,333	1.5	42,330	2,663	1,034	27.2	741	45.3	4,836	16.0	103.0
	N. Y., N. H. & Htfd 1958	3,023	12,650	15,673	4.8	43,758	2,755	1,156	27.7	588	32.6	5,164	15.9	114.8
	1957	3,387	12,411	15,798	3.1	45,044	2,743	1,120	27.5	583	33.8	5,391	16.4	116.4
Great Lakes Region	Delaware & Hudson 1958	4,404	5,105	9,509	10.1	67,263	3,692	1,874	36.4	956	40.8	12,306	18.3	146.7
	1957	4,324	5,041	9,365	4.5	67,165	3,879	1,969	37.2	1,132	47.9	14,316	17.4	156.9
	Del., Lack. & Western 1958	6,570	8,637	15,207	11.2	54,897	2,962	1,243	28.8	621	33.3	9,962	18.8	136.0
	1957	6,726	9,715	16,441	5.2	56,419	3,111	1,299	27.8	658	35.8	11,079	18.4	154.7
	Erie 1958	11,178	13,088	24,266	8.6	73,852	3,593	1,420	24.9	944	56.0	10,650	20.7	110.0
	1957	10,419	15,808	26,227	4.4	73,930	3,589	1,365	24.4	906	57.2	11,242	20.8	122.1
	Grand Trunk Western 1958	5,068	7,057	12,125	7.0	55,889	2,525	983	28.0	525	31.3	6,627	22.3	95.3
	1957	5,718	7,737	13,455	6.6	50,949	2,340	903	28.0	528	31.8	7,184	22.0	108.9
	Lehigh Valley 1958	6,990	8,427	15,417	8.7	65,644	3,069	1,381	31.4	546	27.3	7,551	21.6	205.5
	1957	4,294	9,665	13,959	5.9	68,203	3,044	1,366	31.4	674	33.9	8,404	22.6	235.3
	New York Central 1958	62,008	76,167	138,175	8.8	57,298	3,205	1,403	33.3	661	35.2	8,676	18.1	167.6
	1957	60,074	79,847	139,921	3.9	53,701	3,147	1,333	32.6	651	36.5	8,670	17.2	164.0
	New York, Chic. & St. L. 1958	11,330	11,873	23,203	14.6	62,885	3,412	1,496	32.1	1,147	57.5	12,674	18.6	152.4
	1957	11,185	12,321	23,506	9.0	56,178	3,127	1,356	31.0	1,169	60.3	13,254	18.2	132.1
	Pitts & Lake Erie 1958	5,855	4,256	10,111	9.7	62,932	3,731	2,288	56.5	337	9.6	15,960	16.9	110.9
	1957	5,152	5,392	10,544	10.3	52,143	3,155	1,835	52.2	291	9.5	15,218	16.5	125.2
	Wabash 1958	10,596	9,457	20,053	5.9	68,527	2,919	1,158	27.6	911	53.0	7,549	23.6	146.3
	1957	9,372	10,731	20,103	5.6	64,968	2,982	1,138	26.0	951	58.8	8,040	21.9	161.7
Central Eastern Region	Baltimore & Ohio 1958	57,975	41,421	99,396	15 6	57,745	3,618	1,736	37.3	731	32.8	12,451	16.2	99.3
	1957	51,099	47,708	98,807	6.9	53,039	3,409	1,599	39.1	796	34.3	13,073	15.8	109.9
	Bessemer & Lake Erie 1958	5,092	696	5,788	8.3	79,684	5,102	3,374	69.2	807	16.3	23,031	16.6	126.4
	1957	7,641	859	8,500	6.0	85,387	5,014	3,215	75.1	633	14.0	21,702	18.0	117.2
	Central RR Co. of New Jersey 1958	4,052	9,359	13,411	14.6	43,589	3,010	1,599	41.1	439	16.4	9,243	15.1	77.3
	1957	3,601	9,434	13,035	10.0	43,507	3,165	1,652	40.3	473	18.9	9,668	14.3	84.5
	Chicago & Eastern Ill. 1958	2,703	2,161	4,864	10.9	58,705	3,056	1,465	38.0	1,166	52.1	7,183	19.3	140.8
	1957	3,356	2,833	6,189	10.5	57,970	3,148	1,502	36.2	948	42.6	6,694	18.5	145.5
	Elgin, Joliet & Eastern 1958	7,726	6,324	14,050	4.3	22,164	3,245	1,758	45.0	219	7.9	12,847	7.0	57.1
	1957	7,047	7,196	14,243	4.3	21,520	2,605	1,395	45.8	233	8.6	14,772	8.7	81.4
	Pennsylvania System 1958	128,196	72,714	200,910	20.7	57,734	3,350	1,560	35.4	640	29.2	12,944	17.7	121.3
	1957	104,921	89,518	194,439	10.8	54,975	3,261	1,471	34.3	667	32.5	13,117	17.3	105.5
	Reading 1958	17,804	19,319	37,123	19.3	51,460	3,321	1,728	43.7	445	17.1	12,446	15.5	64.5
	1957	16,568	17,716	34,284	4.6	53,170	3,314	1,743	45.5	579	21.7	14,820	16.0	72.2
	Western Maryland 1958	7,592	3,157	10,749	2.9	57,309	3,876	2,190	50.8	1,003	33.1	12,309	15.1	131.5
	1957	6,858	3,714	10,572	2.4	53,305	3,670	2,091	50.7	1,128	36.3	12,910	15.0	125.0
Pocahontas Region	Chesapeake & Ohio 1958	61,535	30,191	91,726	5.5	79,707	4,277	2,365	49.9	1,013	37.5	18,452	18.7	72.6
	1957	67,420	26,205	93,625	1.1	79,419	4,118	2,253	50.7	1,153	42.6	21,214	19.4	76.0
	Norfolk & Western 1958	44,808	9,655	54,463	4.2	91,435	5,193	2,815	52.7	1,036	35.4	25,381	18.0	114.6
	1957	44,424	9,326	53,750	1.1	90,346	5,204	2,822	53.4	1,183	40.6	28,874	17.8	107.7
	Rich. Fred. & Potomac 1958	109	831	940	3.1	95,515	4,523	1,812	27.5	2,105	122.6	19,234	21.1	83.8
	1957	123	981	1,104	1.2	98,540	4,308	1,690	26.7	2,168	131.0	20,630	22.9	96.4
	Virginian 1958	12,507	1,628	14,135	3.1	78,126	5,274	2,963	54.8	952	32.5	22,026	15.1	69.2
	1957	13,169	2,459	15,628	2.2	73,360	5,090	2,897	55.7	1,041	34.2	24,781	14.7	79.0
Southern Region	Atlantic Coast Line 1958	20,783	14,650	35,433	3.6	51,472	2,916	1,302	35.1	758	38.4	5,116	17.7	179.1
	1957	24,098	16,260	40,358	2.5	46,910	2,641	1,155	34.0	1,661	34.7	4,988	17.8	190.7
	Central of Georgia 1958	3,633	4,780	8,413	4.0	53,458	3,032	1,474	37.0	1,047	44.2	5,450	17.7	197.5
	1957	4,107	5,049	9,156	3.7	51,856	2,902	1,373	35.0	948	43.2	5,154	17.9	201.4
	Florida East Coast 1958	868	3,988	4,856	0.8	44,507	2,686	946	27.6	754	52.4	6,226	16.6	78.5
	1957	641	4,142	4,783	0.6	44,371	2,668	949	27.9	892	63.4	6,841	16.6	78.7
	Gulf, Mobile & Ohio 1958	7,105	9,841	16,946	5.5	79,638	4,062	1,921	34.2	994	45.1	5,978	19.6	100.9
	1957	7,354	9,941	17,295	6.0	76,996	4,041	1,901	34.3	985	45.1	6,121	19.1	104.3
	Illinois Central 1958	27,133	21,994	49,127	3.9	58,871	3,342	1,544	35.2	995	47.4	7,960	17.8	97.5
	1957	30,207	18,948	49,155	2.1	56,057	3,229	1,439	34.1	1,023	52.2	8,037	17.5	114.4
	Louisville & Nashville 1958	35,316	17,951	53,267	6.7	55,490	3,250	1,584	39.1	888	39.2	8,074	17.1	205.1
	1957	37,851	17,036	54,887	5.0	50,332	2,791	1,368	38.8	874	39.1	8,139	18.1	230.5
	Seaboard Air Line 1958	17,770	11,796	29,566	2.7	61,054	3,290	1,515	36.3	959	45.5	6,857	18.8	152.3
	1957	16,732	12,649	29,381	2.5	57,276	3,025	1,360	34.8	988	48.5	7,078	19.3	170.8
	Southern 1958	18,177	29,022	47,199	4.9	58,712	3,330	1,546	32.1	929	45.0	6,898	17.7	151.9
	1957	17,766	25,613	43,379	4.7	53,944	3,253	1,466	31.2	964	49.4	6,601	16.7	150.9
Northwestern Region	Chicago & North Western 1958	23,026	22,972	45,998	4.6	53,015	2,787	1,305	30.0	738	40.9	3,775	19.1	162.1
	1957	23,472	24,301	47,773	4.3	49,022	2,678	1,168	33.0	640	33.8	3,440	18.4	160.2
	Chicago Great Western 1958	2,051	3,216	5,267	4.4	70,878	3,656	1,653	31.9	1,265	61.3	4,789	19.4	171.2
	1957	2,620	3,914	6,534	3.3	72,518	3,855	1,721	28.1	1,082	58.4	5,060	18.9	147.4
	Chic., Milw., St. P. & Pac. 1958	32,666	23,849	56,515	4.3	65,184	3,261	1,420	31.0	681	36.0	3,754	20.0	102.8
	1957	36,333	25,176	61,509	5.2	60,260	3,094	1,337	30.6	631	34.5	3,625	19.6	106.3
	Duluth, Missabe & Iron Range 1958	14,562	768	15,330	4.2	68,282	4,169	2,472	65.1	197	5.8	5,410	17.7	16.2
	1957	14,062	421	14,483	6.0	68,432	3,767	2,420	69.5	325	9.6	8,647	19.2	26.0
	Great Northern 1958	22,947	22,135	45,082	2.9	64,299	3,177	1,470	34.0	991	45.7	5,393	20.5	123.9
	1957	26,224	15,672	41,896	2.5	57,800	2,837	1,300	32.4	1,010	47.3	5,248	20.6	120.8
	Minneap., St. P. & S. St. Marie 1958	6,312	6,404	12,716	7.1	48,156	2,412	1,069	30.5	962	49.6	3,007	20.1	133.1
	1957	7,464	7,901	15,365	2.8	42,955	1,939	918	29.6	827	44.7	3,028	22.2	160.8
	Northern Pacific 1958	18,807	17,731	36,538	3.3	63,531	2,926	1,265	30.9	923	48.6	4,924	21.7	113.8
	1957	20,511	14,847	35,358	3.5	61,020	2,924	1,242	30.7	884	47.8	4,830	20.9	102.3
	Spokane, Portland & Seattle 1958	1,520	4,568	6,088	2.2	47,202	2,889	1,420	32.9	1,082	43.9	7,030	16.4	94.4
	1957	1,530	3,868	5,398	1.9	41,300	2,807	1,507	35.8	1,178	47.2	6,983	14.8	92.2
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.) 1957	51,685	40,080	91,765	7.1	79,320	3,361	1,290	27.8	1,203	70.5	8,218	23.7	142.0
		58,123	33,176	91,299	6.3	76,013	3,302	1,213	25.8	1,053	66.0	7,265	23.1	132.6
	Chic., Burl. & Quincy 1958	24,536	21,395	45,931	3.3	64,317	3,018	1,298	30.7	1,003	53.3	5,474	21.3	174.5
	1957	20,431	20,523	40,954	3.3	64,536	3,047	1,280	28.8	1,059	58.7	5,168	21.2	159.3
	Chic., Rock I. & Pac. 1958	16,218	22,838	39,056	4.8	61,483	2,819	1,207	31.9	956	49.3	5,029	21.9	182.6
	1957	17,630	23,845	41,475	5.5	60,169	2,942	1,189	30.5	884	50.6	4,759	20.5	177.0
	Denver & R. G. Wn. 1958	7,653	5,978	13,631	5.2	65,762	3,338	1,672	34.3	1,125	44.1	7,562	19.7	125.8
	1957	7,643	5,679	13,322	2.6	60,407	3,337	1,589	33.0	1,137	49.6	7,212	18.2	128.2
	Southern Pacific 1958	34,071	40,156	74,227	1.9	68,315	3,257	1,394	29.2	1,233	63.9	11,381	21.2	114.5
	1957	36,690	38,874	75,564	1.9	66,595	3,304	1,319	28.0	1,115	65.2	10,447	20.4	94.7
	Union Pacific 1958	31,268	36,365	67,633	1.6	84,049	3,187	1,339	28.6	1,506	81.8	10,194	26.6	160.6
	1957	33,396	29,675	63,071	1.8	83,516	3,272	1,320	27.7	1,486	86.4	9,677	25.7	148.0
	Western Pacific 1958	2,665	3,219	5,884	2.6	77,805	2,832	1,266	29.2	1,713	83.2	8,519	27.7	197.8
	1957	2,531	3,114	5,645	2.5	79,991	3,123	1,389	28.8	1,785	88.0	8,541	25.8	188.1
Southwestern Region	Kansas City Southern 1958	2,889	4,691	7,580	5.9	87,104	3,963	1,827	34.9	1,066	47.3	9,055	22.2	222.6
	1957	2,234	5,288	7,522	3.7	90,358	4,352	1,973	33.9	1,141	52.2	9,627	20.9	189.7
	Louisiana & Arkansas 1958	2,273	2,964	5,237	7.3	83,231	4,176	2,004	37.3	898	36.8	6,213	20.1	149.8
	1957	2,073	3,416	5,489	5.4	79,957	3,986	1,857	36.4	891	38.6	6,530	20.1	177.5
	Mo.-Kans.-Texas Lines 1958	5,330	7,461	12,791	9.3	58,413	3,546	1,573	32.8	843	41.7	3,699	16.5	99.3
	1957	5,110	6,009	11,119	6.7	59,863	3,205	1,441	31.7	1,027	54.3	3,678	18.7	109.2
	Missouri Pacific 1958	24,118	22,414	46,532	8.4	70,171	3,459	1,568	33.1	1,165	56.2	5,863	20.4	154.3
	1957	24,299	22,253	46,552	5.7	70,040	3,368	1,487	31.7	1,153	58.5	5,623	20.9	106.2
	St. Louis-San Francisco 1958	12,529	9,185	21,714	2.0	59,494	2,850	1,316	31.8	1,110	53.0	5,586	21.0	198.6
	1957	13,486	10,012	23,498	2.0	57,498	2,701	1,198	31.1	1,029	52.8	5,284	21.4	211.8
	St. Louis Southw. Lines 1958	2,589	4,410	6,999	3.2	71,954	3,046	1,362	29.1	1,094	97.1	9,035	23.7	200.3
	1957	2,667	4,432	7,099	1.8	66,527	3,038	1,358	29.0	1,925	100.8	8,751	21.9	184.9
	Texas & New Orleans 1958	6,641	15,035	21,676	1.7	73,959	3,213	1,452	32.2	1,373	66.2	6,947	23.1	154.7
	1957	7,944	15,200	23,144	1.5	69,528	3,314	1,453	31.4	1,230	62.8	6,325	21.1	142.4
	Texas & Pacific 1958	3,617	5,647	9,264	4.2	73,396	3,497	1,351	28.6	1,331	75.4	6,787	21.1	252.7
	1957	3,855	5,357	9,212	3.5	72,730	3,567	1,328	27.7	1,397	83.7	6,820	20.5	226.3

Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.

RAILWAY AGE Service Page



North American's Newest: Mark 20

North American Car Corp. sees an answer to railroad competitive problems in new high-capacity freight cars. NATX 21000 is a 55-ft, all-electrically welded domeless tank car with a 20,000-gallon capacity. The car, tagged the Mark 20, recently underwent inspection by 150 rail and shipper representatives in Houston, Tex. It's designed to withstand pressures of 100 pounds per square inch, can be insulated and equipped with coils. Other high-capacity tank cars were recently put into service by Union Tank Car Co. and Shippers Car Line division of ACF Industries.

Pricing 'Sacred Cows' Hit

Erie President H. W. Von Willer warned last week that railroads are going to have to abandon some of their "sacred cows on pricing."

"I believe it may be necessary to divorce our pricing mechanisms from our sales organizations," he told the New York Traffic Club.

"This is one of our deeply rooted ways of operation, but this alone does not justify its existence. If it can be shown that company activities will be improved through divorced operations, then that is what must be done.

"It certainly will be necessary to depart, at least to some extent, from the value-of-service pricing which has also been one of our ramparts," Mr. Von Willer added. "We are all aware that this type of price-making has not been a stimulant to increasing traffic."

He cited the estimates of "some able economists" that shippers are paying as much as $2 billion a year in unnecessarily high transportation costs due to "the uneconomic allocation of traffic among the various modes of transportation."

"This is an amazing indictment of the price-making policies engaged in by the suppliers of transportation," the Erie president declared.

"As a result of our 'grown-like Topsy' pricing policies, traffic today is not moving in the most economical manner. Until all freight rates are made on a more scientific basis than they are today, we will be denying shippers the benefits that can only be produced by allowing the natural forces of economics to determine the channels through which traffic will flow.

"Each mode of transportation," he added, "has certain inherent advantages which should be allowed to be exercised. In my opinion, proper pricing methods are the only way to accomplish this."

He recalled that the railroad share of total intercity freight ton-miles declined from 65 per cent in 1947 to 47 per cent in 1957. He went on to say: "Some bold and forward steps will have to be taken to bring about a reversal in the trend. This is a matter which requires statesman-like understanding and complete cooperation among carriers, shippers and regulatory agencies."

The railroads have taken a long stride in this direction, said Mr. Von Willer, by setting up regional research groups to develop "the fundamental basic data needed to make pricing decisions." He cited the importance of shipper cooperation in gathering this data.

He said that both the railroads and their customers—to take full advantage of information gathered by such research groups—must change some of their basic thinking, and get rid of "sacrosanct" practices that have grown up over the years.

IC Fears 'Invasion'

Says Chicago transit plan poses threat to rail lines.

Rapid transit expansion into Chicago suburbs has come under fire for the "disastrous effect" such action would have on existing suburban rail lines.

The Chicago Transit Authority's long-range program proposes construction of transit lines in the median strip of two new expressways (through Chicago's Northwest and South Sides). But if such expansion is permitted, Illinois Central President Wayne A. Johnston warned last week, it can lead only to depletion of revenues and, eventually, to abandonment or subsidization of rail service.

"I have repeatedly emphasized that the Illinois Central is against a public subsidy," Mr. Johnston declared, "and we would discontinue the service rather than beg for public funds."

The transit extensions proposed by CTA, he said, "will invade the districts served by existing commuting lines. They will be competitive with them. In these two territories (northwest and south) a sounder approach would be to have the CTA provide a network of feeder lines in the area beyond a five-mile periphery from the center of the city."

Illinois Central, Mr. Johnston noted, "is directly interested in the South Side Rapid Transit recommendation. Although admittedly this proposal will not solve the problems of that section, it will require the expenditure of $31,750,000 for construction of facilities and $12,750,000 for equipment, or a total of $44,500,000."

If CTA is allowed to reach into IC's territory, he continued, "the in-roads which the CTA would make upon the traffic of the Illinois Central are obvious."

CNR's Gordon Calls for 'Willingness to Change'

Canadian National President Donald Gordon last week called for "a willingness on the part of labor and management alike to make adjustments to the compelling tyranny of change."

Mr. Gordon discussed labor-management issues in an address before the Greater Vancouver (B. C.) Metropolitan Industrial Commission. He paid tribute to railway labor in these words:

"I have found the railway unions' leaders to be sincere and honorable men, knowledgeable in the affairs of the industry, and not unresponsive to its interests and the welfare of the country as a whole . . ."

For the Month of November 1958 Compared with November 1957

Region	Road	Year	Freight cars on line: Home	Foreign	Total	Per Cent B. O.	G.t.m.per train-hr. excl.locos. and tenders	G.t.m.per train-mi. excl.locos. and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Car miles per car-day	Net daily ton-mi. per road-mi.	Train-miles per train-hour	Miles per loco. per day
New Eng. Region	Boston & Maine	1958	2,285	6,706	8,991	3.3	43,423	2,667	1,092	28.8	800	45.1	4,699	16.3	80.5
		1957	2,780	7,553	10,333	1.5	42,330	2,663	1,034	27.2	741	45.3	4,836	16.0	103.0
	N. Y., N. H. & Htfd	1958	3,023	12,650	15,673	4.8	43,758	2,755	1,156	27.7	588	32.6	5,164	15.9	114.8
		1957	3,387	12,411	15,798	3.1	45,044	2,743	1,120	27.5	583	33.8	5,391	16.4	116.4
Great Lakes Region	Delaware & Hudson	1958	4,404	5,105	9,509	10.1	67,263	3,692	1,874	36.4	956	40.8	12,306	18.3	146.7
		1957	4,324	5,041	9,365	4.5	67,165	3,879	1,969	37.2	1,132	47.9	14,316	17.4	156.9
	Del., Lack. & Western	1958	6,570	8,637	15,207	11.2	54,897	2,962	1,243	28.8	621	33.3	9,962	18.8	136.0
		1957	6,726	9,715	16,441	5.2	56,419	3,111	1,299	27.8	658	35.8	11,079	18.4	154.7
	Erie	1958	11,178	13,088	24,266	8.6	73,852	3,593	1,420	24.9	944	56.0	10,650	20.7	110.0
		1957	10,419	15,808	26,227	4.4	73,930	3,589	1,365	24.4	906	57.2	11,242	20.8	122.1
	Grand Trunk Western	1958	5,068	7,057	12,125	7.0	55,889	2,525	983	28.0	525	31.3	6,627	22.3	95.3
		1957	5,718	7,737	13,455	6.6	50,949	2,340	903	28.0	528	31.8	7,184	22.0	108.9
	Lehigh Valley	1958	6,990	8,427	15,417	8.7	65,644	3,069	1,381	31.4	546	27.3	7,551	21.6	205.5
		1957	4,294	9,665	13,959	5.9	68,203	3,044	1,366	31.4	674	33.9	8,404	22.6	235.3
	New York Central	1958	62,008	76,167	138,175	8.8	57,298	3,205	1,403	33.3	661	35.2	8,676	18.1	167.6
		1957	60,074	79,847	139,921	3.9	53,701	3,147	1,333	32.6	651	36.5	8,670	17.2	164.0
	New York, Chic. & St. L.	1958	11,330	11,873	23,203	14.6	62,885	3,412	1,496	32.1	1,147	57.5	12,674	18.6	152.4
		1957	11,185	12,321	23,506	9.0	56,178	3,127	1,356	31.0	1,169	60.3	13,254	18.2	132.1
	Pitts & Lake Erie	1958	5,855	4,256	10,111	9.7	62,932	3,731	2,288	56.5	337	9.6	15,960	16.9	110.9
		1957	5,152	5,392	10,544	10.3	52,143	3,155	1,835	52.2	291	9.5	15,218	16.5	125.2
	Wabash	1958	10,596	9,457	20,053	5.9	68,527	2,919	1,158	27.6	911	53.0	7,549	23.6	146.3
		1957	9,372	10,731	20,103	5.6	64,968	2,982	1,138	26.0	951	58.8	8,040	21.9	161.7
Central Eastern Region	Baltimore & Ohio	1958	57,975	41,421	99,396	15.6	57,745	3,618	1,736	37.3	731	32.8	12,451	16.2	99.3
		1957	51,099	47,708	98,807	6.9	53,039	3,409	1,599	39.1	796	34.3	13,073	15.8	109.9
	Bessemer & Lake Erie	1958	5,092	696	5,788	8.3	79,684	5,102	3,374	69.2	807	16.3	23,031	16.6	126.4
		1957	7,641	859	8,500	6.0	85,387	5,014	3,215	75.1	633	14.0	21,702	18.0	117.2
	Central RR Co. of New Jersey	1958	4,052	9,359	13,411	14.6	43,589	3,010	1,599	41.1	439	16.4	9,243	15.1	77.3
		1957	3,601	9,434	13,035	10.0	43,507	3,165	1,652	40.3	473	18.9	9,668	14.3	84.5
	Chicago & Eastern Ill.	1958	2,703	2,161	4,864	10.9	58,705	3,056	1,465	38.0	1,166	52.1	7,183	19.3	140.8
		1957	3,356	2,833	6,189	10.5	57,970	3,148	1,502	36.2	948	42.6	6,694	18.5	145.5
	Elgin, Joliet & Eastern	1958	7,726	6,324	14,050	4.3	22,164	3,245	1,758	45.0	219	7.9	12,847	7.0	57.1
		1957	7,047	7,196	14,243	4.3	21,520	2,605	1,395	45.8	233	8.6	14,772	8.7	81.4
	Pennsylvania System	1958	128,196	72,714	200,910	20.7	57,734	3,350	1,560	35.4	640	29.2	12,944	17.7	121.3
		1957	104,921	89,518	194,439	10.8	54,975	3,261	1,471	34.3	667	32.5	13,117	17.3	105.5
	Reading	1958	17,804	19,319	37,123	19.3	51,460	3,321	1,728	43.7	445	17.1	12,446	15.5	64.5
		1957	16,568	17,716	34,284	4.6	53,170	3,314	1,743	45.5	579	21.7	14,820	16.0	72.2
	Western Maryland	1958	7,592	3,157	10,749	2.9	57,309	3,876	2,190	50.8	1,003	33.1	12,309	15.1	131.5
		1957	6,858	3,714	10,572	2.4	53,305	3,670	2,091	50.7	1,128	36.3	12,910	15.0	125.0
Pocahontas Region	Chesapeake & Ohio	1958	61,535	30,191	91,726	5.5	79,707	4,277	2,365	49.9	1,013	37.5	18,452	18.7	72.6
		1957	67,420	26,205	93,625	1.1	79,419	4,118	2,253	50.7	1,153	42.6	21,214	19.4	76.0
	Norfolk & Western	1958	44,808	9,655	54,463	4.2	91,435	5,193	2,815	52.7	1,036	35.4	25,381	18.0	114.6
		1957	44,424	9,326	53,750	1.1	90,346	5,204	2,822	53.4	1,183	40.6	28,874	17.8	107.7
	Rich. Fred. & Potomac	1958	109	831	940	3.1	95,515	4,523	1,812	27.5	2,105	122.6	19,234	21.1	83.8
		1957	123	981	1,104	1.2	98,540	4,308	1,690	26.7	2,168	131.0	20,630	22.9	96.4
	Virginian	1958	12,507	1,628	14,135	3.1	78,126	5,274	2,963	54.8	952	32.5	22,026	15.1	69.2
		1957	13,169	2,459	15,628	2.2	73,360	5,090	2,897	55.7	1,041	34.2	24,781	14.7	79.0
Southern Region	Atlantic Coast Line	1958	20,783	14,650	35,433	3.6	51,472	2,916	1,302	35.1	758	38.4	5,116	17.7	179.1
		1957	24,098	16,260	40,358	2.5	46,910	2,641	1,155	34.0	1,661	34.7	4,988	17.8	190.7
	Central of Georgia	1958	3,633	4,780	8,413	4.0	53,458	3,032	1,474	37.0	1,047	44.2	5,450	17.7	197.5
		1957	4,107	5,049	9,156	3.7	51,856	2,902	1,373	35.0	948	43.2	5,154	17.9	201.4
	Florida East Coast	1958	868	3,988	4,856	0.8	44,507	2,686	946	27.6	754	52.4	6,226	16.6	78.5
		1957	641	4,142	4,783	0.6	44,371	2,668	949	27.9	892	63.4	6,841	16.6	78.7
	Gulf, Mobile & Ohio	1958	7,105	9,841	16,946	5.5	79,638	4,062	1,921	34.2	994	45.1	5,978	19.6	100.9
		1957	7,354	9,941	17,295	6.0	76,996	4,041	1,901	34.3	985	45.1	6,121	19.1	104.3
	Illinois Central	1958	27,133	21,994	49,127	3.9	58,871	3,342	1,544	35.2	995	47.4	7,960	17.8	97.5
		1957	30,207	18,948	49,155	2.1	56,057	3,229	1,439	34.1	1,023	52.2	8,037	17.5	114.4
	Louisville & Nashville	1958	35,316	17,951	53,267	6.7	55,490	3,250	1,584	39.1	888	39.2	8,074	17.1	205.1
		1957	37,851	17,036	54,887	5.0	50,332	2,791	1,368	38.8	874	39.1	8,139	18.1	230.5
	Seaboard Air Line	1958	17,770	11,796	29,566	2.7	61,054	3,290	1,515	36.3	959	45.5	6,857	18.8	152.3
		1957	16,732	12,649	29,381	2.5	57,276	3,025	1,360	34.8	988	48.5	7,078	19.3	170.8
	Southern	1958	18,177	29,022	47,199	4.9	58,712	3,330	1,546	32.1	929	45.0	6,898	17.7	151.9
		1957	17,766	25,613	43,379	4.7	53,944	3,253	1,466	31.2	964	49.4	6,601	16.7	150.9
Northwestern Region	Chicago & North Western	1958	23,026	22,972	45,998	4.6	53,015	2,787	1,305	30.0	738	40.9	3,775	19.1	162.1
		1957	23,472	24,301	47,773	4.3	49,022	2,678	1,168	33.0	640	33.8	3,440	18.4	160.2
	Chicago Great Western	1958	2,051	3,216	5,267	4.4	70,878	3,656	1,653	31.9	1,265	61.3	4,789	19.4	171.2
		1957	2,620	3,914	6,534	3.3	72,518	3,855	1,721	28.1	1,082	58.4	5,060	18.9	147.4
	Chic., Milw., St. P. & Pac.	1958	32,666	23,849	56,515	4.3	65,184	3,261	1,420	31.0	681	36.0	3,754	20.0	102.8
		1957	36,333	25,176	61,509	5.2	60,260	3,094	1,337	30.6	631	34.5	3,625	19.6	106.3
	Duluth, Missabe & Iron Range	1958	14,562	768	15,330	4.2	68,282	4,169	2,472	65.1	197	5.8	5,410	17.7	16.2
		1957	14,062	421	14,483	6.0	68,432	3,767	2,420	69.5	325	9.6	8,647	19.2	26.0
	Great Northern	1958	22,947	22,135	45,082	2.9	64,299	3,177	1,470	34.0	991	45.7	5,393	20.5	123.9
		1957	26,224	15,672	41,896	2.5	57,800	2,837	1,300	32.4	1,010	47.3	5,248	20.6	120.8
	Minneap., St. P. & S. St. Marie	1958	6,312	6,404	12,716	7.1	48,156	2,412	1,069	30.5	962	49.6	3,007	20.1	133.1
		1957	7,464	7,901	15,365	2.8	42,955	1,939	918	29.6	827	44.7	3,028	22.2	160.8
	Northern Pacific	1958	18,807	17,731	36,538	3.3	63,531	2,926	1,265	30.9	923	48.6	4,924	21.7	113.8
		1957	20,511	14,847	35,358	3.5	61,020	2,924	1,242	30.7	884	47.8	4,830	20.9	102.3
	Spokane, Portland & Seattle	1958	1,520	4,568	6,088	2.2	47,202	2,889	1,420	32.9	1,082	43.9	7,030	16.4	94.4
		1957	1,530	3,868	5,398	1.9	41,300	2,807	1,507	35.8	1,178	47.2	6,983	14.8	92.2
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1958	51,685	40,080	91,765	7.1	79,320	3,361	1,290	27.8	1,203	70.5	8,218	23.7	142.0
		1957	58,123	33,176	91,299	6.3	76,013	3,302	1,213	25.8	1,053	66.0	7,265	23.1	132.6
	Chic., Burl. & Quincy	1958	24,536	21,395	45,931	3.3	64,317	3,018	1,298	30.7	1,003	53.3	5,474	21.3	174.5
		1957	20,431	20,523	40,954	3.3	64,536	3,047	1,280	28.8	1,059	58.7	5,168	21.2	159.3
	Chic., Rock I. & Pac.	1958	16,218	22,838	39,056	4.8	61,483	2,819	1,207	31.9	956	49.3	5,029	21.9	182.6
		1957	17,630	23,845	41,475	5.5	60,169	2,942	1,189	30.5	884	50.6	4,759	20.5	177.0
	Denver & R. G. Wn.	1958	7,653	5,978	13,631	5.2	65,762	3,338	1,672	34.3	1,125	44.1	7,562	19.7	125.8
		1957	7,643	5,679	13,322	2.6	60,407	3,337	1,589	33.0	1,137	49.6	7,212	18.2	128.2
	Southern Pacific	1958	34,071	40,156	74,227	1.9	68,315	3,257	1,394	29.2	1,233	63.9	11,381	21.2	114.5
		1957	36,690	38,874	75,564	1.9	66,595	3,304	1,319	28.0	1,115	65.2	10,447	20.4	94.7
	Union Pacific	1958	31,268	36,365	67,633	1.6	84,049	3,187	1,339	28.6	1,506	81.8	10,194	26.6	160.6
		1957	33,396	29,675	63,071	1.8	83,516	3,272	1,320	27.7	1,486	86.4	9,677	25.7	148.0
	Western Pacific	1958	2,665	3,219	5,884	2.6	77,805	2,832	1,266	29.2	1,713	83.2	8,519	27.7	197.8
		1957	2,531	3,114	5,645	2.5	79,991	3,123	1,389	28.8	1,785	88.0	8,541	25.8	188.1
Southwestern Region	Kansas City Southern	1958	2,889	4,691	7,580	5.9	87,104	3,963	1,827	34.9	1,066	47.3	9,055	22.2	222.6
		1957	2,234	5,288	7,522	3.7	90,358	4,352	1,973	33.9	1,141	52.2	9,627	20.9	189.7
	Louisiana & Arkansas	1958	2,273	2,964	5,237	7.3	83,231	4,176	2,004	37.3	898	36.8	6,213	20.1	149.8
		1957	2,073	3,416	5,489	5.4	79,957	3,986	1,857	36.4	891	38.6	6,530	20.1	177.5
	Mo.-Kans.-Texas Lines	1958	5,330	7,461	12,791	9.3	58,413	3,546	1,573	32.8	843	41.7	3,699	16.5	99.3
		1957	5,110	6,009	11,119	6.7	59,863	3,205	1,441	31.7	1,027	54.3	3,678	18.7	109.2
	Missouri Pacific	1958	24,118	22,414	46,532	8.4	70,171	3,459	1,568	33.1	1,165	56.2	5,863	20.4	154.3
		1957	24,299	22,253	46,552	5.7	70,040	3,368	1,487	31.7	1,153	58.5	5,623	20.9	106.2
	St. Louis-San Francisco	1958	12,529	9,185	21,714	2.0	59,494	2,850	1,316	31.8	1,110	53.0	5,586	21.0	198.6
		1957	13,486	10,012	23,498	2.0	57,498	2,701	1,198	31.1	1,029	52.8	5,284	21.4	211.8
	St. Louis Southw. Lines	1958	2,589	4,410	6,999	3.2	71,954	3,046	1,362	29.1	1,094	97.1	9,035	23.7	200.3
		1957	2,667	4,432	7,099	1.8	66,527	3,038	1,358	29.0	1,925	100.8	8,751	21.9	184.9
	Texas & New Orleans	1958	6,641	15,035	21,676	1.7	73,959	3,213	1,452	32.2	1,373	66.2	6,947	23.1	154.7
		1957	7,944	15,200	23,144	1.5	69,528	3,314	1,453	31.4	1,230	62.8	6,325	21.1	142.4
	Texas & Pacific	1958	3,617	5,647	9,264	4.2	73,396	3,497	1,351	28.6	1,331	75.4	6,787	21.1	252.7
		1957	3,855	5,357	9,212	3.5	72,730	3,567	1,328	27.7	1,397	83.7	6,820	20.5	226.3

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Atlantic Coast Line

. . . *Freight Schedules*

Copies of condensed freight schedules, reissued effective January 1, may be obtained from R. C. McLemore, freight traffic manager, Wilmington, N. C.

Chesapeake & Ohio

. . . *Car Line Changes*

Has inaugurated a direct LCL car line from Grand Rapids, Mich., to Bethlehem, Pa. (Lehigh Valley).

Has discontinued direct LCL car lines from Grand Rapids to Manchester Transfer, N. Y. (LV); from Grand Rapids to Cleveland (Nickel Plate); and from Chicago (Chicago, Burlington & Quincy) to Clifton Forge, Va.

Delaware & Hudson

. . . *Freight Schedules*

Has reissued schedules of through freight trains and principal connections.

Delaware, Lackawanna & Western

. . . *Freight Schedules*

Has reissued schedules and consists of symbol and local freight trains, including major symbol train connections.

Lehigh Valley

. . . *Schedule Change*

Has revised schedule of eastbound symbol freight train BJ-2 to leave Buffalo 5 p.m. and arrive Oak Island (classification yard for Newark, N. J.-New York area) 6:15 a.m. following morning. This provides overnight service from Buffalo to LV points in Newark-New York area. Through connections with Delaware & Hudson and Lehigh & Hudson River, cars handled in BJ-2 for New England destinations are now scheduled for first-evening arrival and second-morning delivery via either LV-D&H-Boston & Maine or LV-L&HR-New Haven. Cut-off time at Buffalo is 3:30 p.m.

St. Louis-San Francisco

. . . *Piggyback Guide*

Has just published a new 12-page booklet, "Trailer-on-Flatcar Service," outlining the Frisco's piggyback operations. Copies may be obtained from J. W. Tipton, general manager—sales, Frisco bldg., St. Louis 1, Mo. The booklet briefly describes TOFC service, lists locations of Frisco loading and unloading ramps and gives examples of schedules available and of tariff applications.

ICC Interprets New Rate Rule

► The Story at a Glance: The ICC has issued its first formal interpretation of the rate-freedom provision of the Transportation Act of 1958.

The provision, now in the Interstate Commerce Act's Section 15a (3), was designed to end the Commission's fair-share-of-the-traffic approach to its decisions in competitive rate cases.

The interpretation holds that the new provision is an additional rate-making guide in the act on a parity basis with other standards which were already there. It is thus one of the standards to be given effect, but "none of them may be regarded as controlling."

The ICC's discussion of the new rate provision came in its report on further hearing in a case involving competitive rail and truck rates on bulk petroleum products moving from Friendship, N.C., to various destinations in Virginia and West Virginia.

The report authorizes continuance of rail rates, in effect since December 30, 1958, which are 1.5 cents per 100 lb lower than the competing truck rates.

The interpretive discussion quoted the new Section 15a(3) which says, among other things, that "rates of a carrier shall not be held up to a particular level to protect the traffic of any other mode of transportation, giving due consideration to the objectives of the national transportation policy declared in the act."

Taking off from there, the Commission said the lawfulness of the rates under investigation "must be determined by measuring them by the usual transportation standards under various provisions of the act, including the provisions of the national transportation policy as to preserving the inherent advantages of each mode of transportation and as to unfair or destructive competitive practices, and provisions of Section 15a . . . and Section 216 . . . as to the effect on the movement of respondents' traffic, their revenue needs, and the public interest."

The Commission went on to say that all such provisions of the act and policy came into play in the present case. "None of them," it added, "may be regarded as controlling, but all of them must be given effect, so far as practicable, where and to the extent that, on the record before us, they tend to develop and preserve an adequate national transportation system."

There was no cost issue, since cost evidence indicated that both the rail and truck rates generally exceed full costs. On that basis, the railroads were shown to be the low-cost agency to most destinations involved, but the trucks had cost advantages to some points. Thus there was no policy statement by the Commission as to whether fully-distributed costs or out-of-pocket-costs-plus will become a general basis for determining which of competing types of transport is the low-cost agency.

That the fully-distributed-cost basis would have been applied in this case, if necessary, was indicated, however, by this statement in the report: "The traffic here considered can and should pay, not only its direct cost of transportation service, but also as nearly as is practicable, its full share of the respective constant expenses of each agency, plus a fair profit . . . This is of particular importance here by reason of the fact that a majority of the tank-truck operators are engaged solely in the transportation of petroleum products."

The Commission refused to issue minimum rate orders to hold the rail and truck rates at their present levels. It indicated that it was not worried about a rate war because "any further changes in these rates will, of course, be subject to protest and thus to possible suspension and investigation."

Commissioner Goff thought the record warranted minimum-rate orders. In a concurring-in-part expression, he noted that the parties had requested such orders and he also said: "The evidence establishes, and the parties agree, that there is a continuing rate war."

The further hearing out of which the present report came was ordered by the Commission after interested railroads and some of the truckers objected to the original decision by the Commission's Division 3. That division's decision of Jan. 3, 1957, would have fixed the rail-rate differential under the truck rates at only 1 cent per 100 lb.

Canada Gets Rate Questions

Canadian shippers, deeply concerned over steadily-rising freight rates, want their federal government to answer two important questions.

They want, first, to know just how the government plans to implement its proposal to alleviate, by subsidy or otherwise, "the discriminatory effects" of last December's horizontal wage-related 17 per cent increase in so-called "normal" class and commodity rates. And they want the answer well in advance of the hearings which will begin in Ottawa on May 19 on a pending railway application for still another increase of an amount not yet revealed.

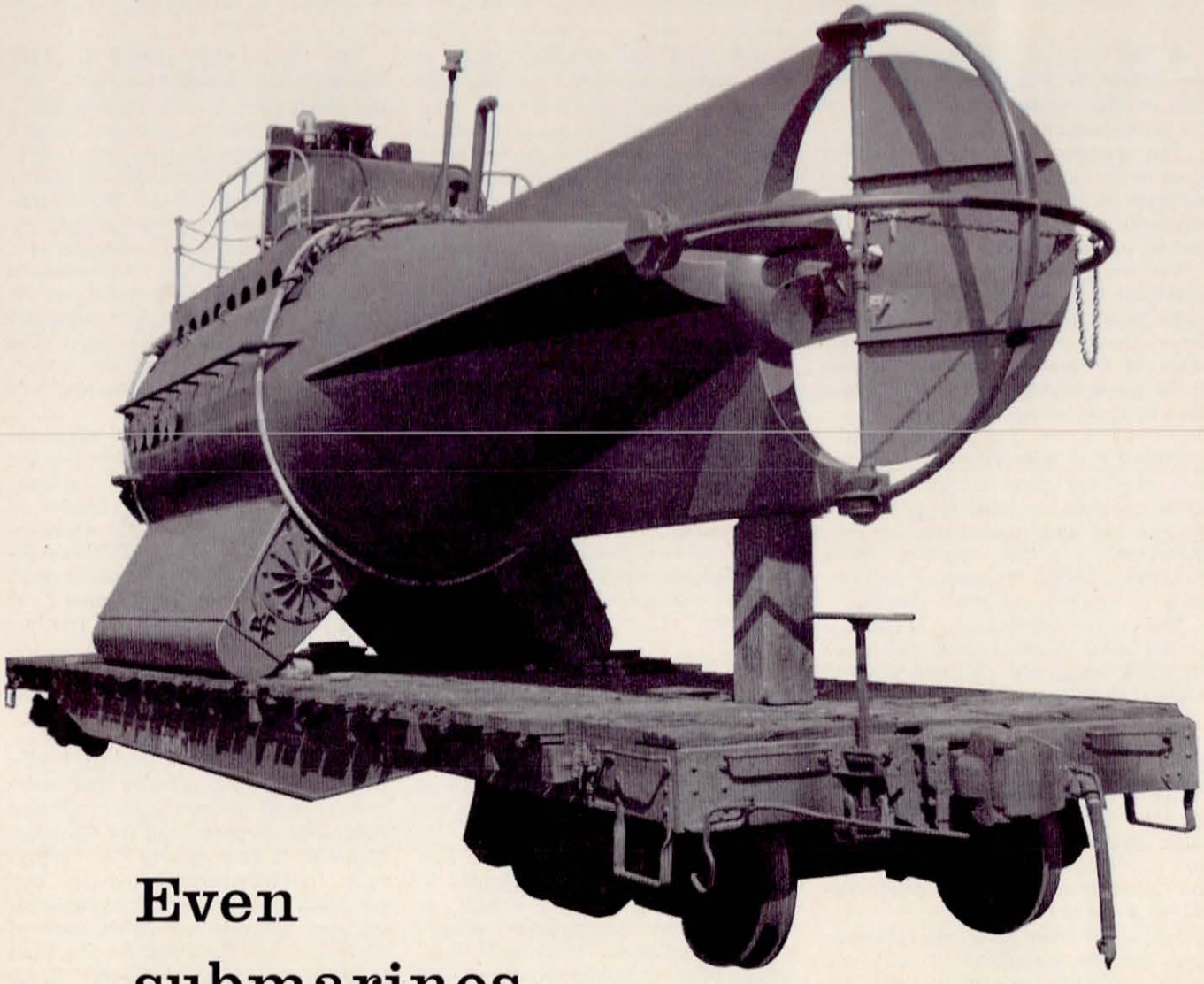
They want, second, to have the government determine whether or not statutory (Crow's Nest) rates on western grain "are reasonable in the light of changed conditions since they were established." And if such rates are found to be below "normal reasonable rates," these shippers want the difference to be borne by the government and not by carriers or carrier customers.

Both requests were embodied in resolutions adopted for direct presentation to the government at last week's annual meeting in Toronto of the Canadian Industrial Traffic League.

Aside from sharp debate on the wording of the statutory rate resolution, high spot of the league's 43rd meeting was a forum on piggybacking in Canada. During the latter, R. E. Wilkes, manager of Canadian Pacific piggyback service, revealed that under a new tariff which became effective Feb. 9, his company and the Canadian National are now offering Plan I piggyback (rail-transport of common carrier truck trailers) on a transcontinental basis between any combination of 20 major Canadian cities, ranging from St. John, N. B., to Vancouver, B. C. The two roads will soon have in service, Mr. Wilkes said, a joint total of 1,500 special piggyback flat cars with steel wheels and roller bearings.

The panel also produced sharp disagreement on virtues and vices of piggyback, with a shipper and a trucker praising it and another trucker describing it as a "diabolic scheme" to achieve what he said would be a railroad "monopoly."

The following new officers were elected: President, H. J. Ringrose, general traffic manager, Hiram Walker & Sons, Ltd., Walkerville, Ont.; first vice president, Fred Ainsworth, traffic manager, Husky Oil and Refining, Ltd., Calgary, Alta.; second vice president, L. T. Smith, traffic manager, Kraft Foods, Ltd., Montreal; treasurer, A. A. Landry, traffic manager, General Mills, Inc., Toronto; secretary, re-elected, R. Eric Gracey, Toronto. Retiring president is A. F. Downey, traffic and export manager, Glidden Co., Ltd., Toronto.



Even submarines take the train

A baby submarine that shoots pictures—not torpedoes—recently moved out of Los Angeles on a 3,000-mile maiden voyage, but by *rail,* instead of by sea.

Southern Pacific carried the 92,000-pound craft, named the *Cetacean,* as far as New Orleans, two thirds of the way on its land journey to Miami. Believed to be the only submarine ever built for undersea photography, the *Cetacean* is now berthed at Nassau and operates in crystal-clear Bahamian waters as a motion picture and television stage for oceanographers.

But the most interesting thing to us about the *Cetacean* is the way its story illustrates once again the ever-present vital need for rail transportation and, also, our ability to move unusual freight—whether extra tall, wide, long or heavy—promptly and efficiently.

Southern Pacific, for one, likes these tasks that test our stuff.

Southern Pacific

serving the West and Southwest with

TRAINS • TRUCKS • PIGGYBACK • PIPELINES

MARKET OUTLOOK *at a glance*

Carloadings Rise 0.3% Above Previous Week's

Loadings of revenue freight in the week ended Feb. 14 totaled 567,134 cars, the Association of American Railroads announced on Feb. 19. This was an increase of 1,737 cars, or 0.3%, compared with the previous week; an increase of 33,948 cars, or 6.4%, compared with the corresponding week last year; and a decrease of 108,832 cars, or 16.1%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended February 7 totaled 565,397 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, February 7

District	1959	1958	1957
Eastern	88,526	84,515	117,678
Allegheny	100,487	93,100	133,553
Pocahontas	49,420	42,561	57,518
Southern	109,335	104,182	120,294
Northwestern	61,951	60,873	72,692
Central Western	110,368	99,183	111,340
Southwestern	45,310	47,982	52,176
Total Western Districts	217,629	208,038	236,208
Total All Roads	565,397	532,396	665,251
Commodities:			
Grain and grain products	53,944	48,377	51,396
Livestock	3,782	4,276	5,407
Coal	113,333	104,237	134,025
Coke	8,529	7,041	13,938
Forest Products	35,593	36,655	38,395
Ore	14,749	13,740	21,679
Merchandise l.c.l.	42,768	46,412	56,574
Miscellaneous	292,699	271,658	343,837
February 7	565,397	532,396	665,251
January 31	582,636	550,532	647,972
January 24	555,547	551,088	665,745
January 17	586,254	572,886	657,269
January 10	550,090	569,807	680,766
Cumulative total, 6 weeks	3,307,623	3,248,993	3,878,204

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Feb. 7 totaled 7,141 cars, compared with 4,635 for the corresponding 1958 week. Loadings for 1959 up to Feb. 7 totaled 37,971 cars, compared with 25,953 for the corresponding period of 1958.

IN CANADA.—Car loadings for the seven-day period ended February 7 totaled 65,767 cars, compared with 95,734 cars for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
February 7, 1959	65,767	28,215
February 7, 1958	66,437	30,323
Cumulative Totals:		
February 7, 1959	346,703	141,258
February 7, 1958	354,598	156,055

New Equipment

► *Last Week's Orders.*—Orders for new equipment costing some $44,000,000 were reported to Railway Age in the past 7 days. The breakdown:

FREIGHT-TRAIN CARS

► *Illinois Central.*—Ordered 1,925 new freight cars. Company shops at Centralia, Ill., will build 1,000 50-ton box cars, 500 70-ton open hoppers, 50 70-ton covered hoppers, 50 70-ton flats, 100 50-ton bulkhead flats, 200 50-ton automobile cars. General American will build 25 Airslide cars. Orders are part of a $16,771,000 equipment program, which also includes equipping 150 box cars for specialty loadings, and conversion of 50 70-ton hoppers for wood chip loading. (RA, Nov. 24, 1958, p. 71.)

► *Katy.*—Ordered four all-steel terminal cabooses, equipped with roller bearings and rubber draft gears, from Thrall. The cabooses, costing $11,951 each, are scheduled for April delivery.

► *Missouri Pacific.*—Completed current new equipment program by turning out 100 box cars equipped with safe-loading devices at company shops in January.

► *Norfolk Southern.*—Ordered 250 box cars from American Car and Foundry Division, ACF Industries, for July delivery. Cost: approximately $2,900,000.

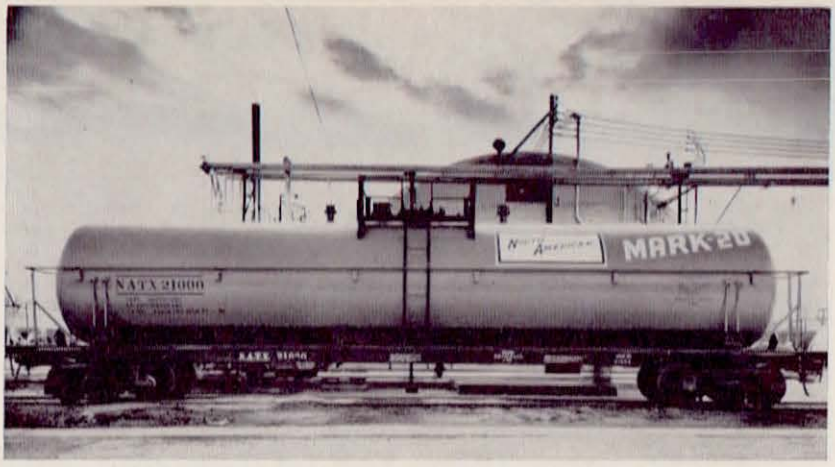
► *Pittsburgh & Lake Erie.*—Ordered 500 hopper cars from Despatch Shops at approximate cost of $4,250,000.

► *Santa Fe.*—Ordered 100 70-ton covered hoppers at a cost of approximately $1,225,000. Order includes 50 3,500-cu ft Dry-Flo cars to be built by General American at a cost of approximately $12,500 each; and 50 3,200-cu ft cars to be built by Pullman-Standard at a cost of approximately $12,000 each.

LOCOMOTIVES

► *Union Pacific.*—Ordered 75 2,400-hp SD-24 diesel-electric locomotives from Electro-Motive division of General Motors at a total cost in excess of $19,000,000. The first 30 units will be delivered in mid-July. The remaining 45 will be delivered as they are completed beginning in August. UP officers cite fuel economy as the major advantage to be gained by operation of the turbo-charged units. They'll burn a residual type fuel, instead of the more expensive fuel now being used in UP diesels. In conjunction with the new order, the railroad has an experimental program under way calling for conversion of part of its present GP-9 fleet to a similar turbo-charger arrangement. Three units have already been converted and are undergoing extensive tests to determine operating efficiency and fuel economy. If the tests are successful, turbo-chargers will be added to the units as materials become available.

a RAILWAY AGE time-saver page



North American's Newest: Mark 20

North American Car Corp. sees an answer to railroad competitive problems in new high-capacity freight cars. NATX 21000 is a 55-ft, all-electrically welded domeless tank car with a 20,000-gallon capacity. The car, tagged the Mark 20, recently underwent inspection by 150 rail and shipper representatives in Houston, Tex. It's designed to withstand pressures of 100 pounds per square inch, can be insulated and equipped with coils. Other high-capacity tank cars were recently put into service by Union Tank Car Co. and Shippers Car Line division of ACF Industries.

Pricing 'Sacred Cows' Hit

Erie President H. W. Von Willer warned last week that railroads are going to have to abandon some of their "sacred cows on pricing."

"I believe it may be necessary to divorce our pricing mechanisms from our sales organizations," he told the New York Traffic Club.

"This is one of our deeply rooted ways of operation, but this alone does not justify its existence. If it can be shown that company activities will be improved through divorced operations, then that is what must be done.

"It certainly will be necessary to depart, at least to some extent, from the value-of-service pricing which has also been one of our ramparts," Mr. Von Willer added. "We are all aware that this type of price-making has not been a stimulant to increasing traffic."

He cited the estimates of "some able economists" that shippers are paying as much as $2 billion a year in unnecessarily high transportation costs due to "the uneconomic allocation of traffic among the various modes of transportation."

"This is an amazing indictment of the price-making policies engaged in by the suppliers of transportation," the Erie president declared.

"As a result of our 'grown-like Topsy' pricing policies, traffic today is not moving in the most economical manner. Until all freight rates are made on a more scientific basis than they are today, we will be denying shippers the benefits that can only be produced by allowing the natural forces of economics to determine the channels through which traffic will flow.

"Each mode of transportation," he added, "has certain inherent advantages which should be allowed to be exercised. In my opinion, proper pricing methods are the only way to accomplish this."

He recalled that the railroad share of total intercity freight ton-miles declined from 65 per cent in 1947 to 47 per cent in 1957. He went on to say: "Some bold and forward steps will have to be taken to bring about a reversal in the trend. This is a matter which requires statesman-like understanding and complete cooperation among carriers, shippers and regulatory agencies."

The railroads have taken a long stride in this direction, said Mr. Von Willer, by setting up regional research groups to develop "the fundamental basic data needed to make pricing decisions." He cited the importance of shipper cooperation in gathering this data.

He said that both the railroads and their customers—to take full advantage of information gathered by such research groups—must change some of their basic thinking, and get rid of "sacrosanct" practices that have grown up over the years.

IC Fears 'Invasion'

Says Chicago transit plan poses threat to rail lines.

Rapid transit expansion into Chicago suburbs has come under fire for the "disastrous effect" such action would have on existing suburban rail lines.

The Chicago Transit Authority's long-range program proposes construction of transit lines in the median strip of two new expressways (through Chicago's Northwest and South Sides). But if such expansion is permitted, Illinois Central President Wayne A. Johnston warned last week, it can lead only to depletion of revenues and, eventually, to abandonment or subsidization of rail service.

"I have repeatedly emphasized that the Illinois Central is against a public subsidy," Mr. Johnston declared, "and we would discontinue the service rather than beg for public funds."

The transit extensions proposed by CTA, he said, "will invade the districts served by existing commuting lines. They will be competitive with them. In these two territories (northwest and south) a sounder approach would be to have the CTA provide a network of feeder lines in the area beyond a five-mile periphery from the center of the city."

Illinois Central, Mr. Johnston noted, "is directly interested in the South Side Rapid Transit recommendation. Although admittedly this proposal will not solve the problems of that section, it will require the expenditure of $31,750,000 for construction of facilities and $12,750,000 for equipment, or a total of $44,500,000."

If CTA is allowed to reach into IC's territory, he continued, "the in-roads which the CTA would make upon the traffic of the Illinois Central are obvious."

CNR's Gordon Calls for 'Willingness to Change'

Canadian National President Donald Gordon last week called for "a willingness on the part of labor and management alike to make adjustments to the compelling tyranny of change."

Mr. Gordon discussed labor-management issues in an address before the Greater Vancouver (B. C.) Metropolitan Industrial Commission. He paid tribute to railway labor in these words:

"I have found the railway unions' leaders to be sincere and honorable men, knowledgeable in the affairs of the industry, and not unresponsive to its interests and the welfare of the country as a whole . . ."

VOLUME RATES

(Continued from page 9)

on the last day of the second preceding month.

The volume rates will continue to be applied next month, for example, if the inspectors determine that the power company received, during the 12-month period ended January 31, a combined total of 1,500,000 tons of coal, or more, billed from origins in the tariff to plants located at the six destinations.

There is no opposition to the rates which, the examiner says, are "beneficial to all concerned except possibly owners of the land in the origin area where the option to purchase will not be exercised by the utility if the volume rates continue in effect." He rules out the possibility of unjust discrimination because "there are no other receivers of coal at the destinations which compete with the utility or would be affected by the wire transmission of electrical energy."

Summing up, Examiner Fuller says Commission approval of the volume rates would be in tune with a fundamental purpose of the Interstate Commerce Act—"to encourage, not discourage, the development of transportation policies to meet the changing needs of commerce." He adds:

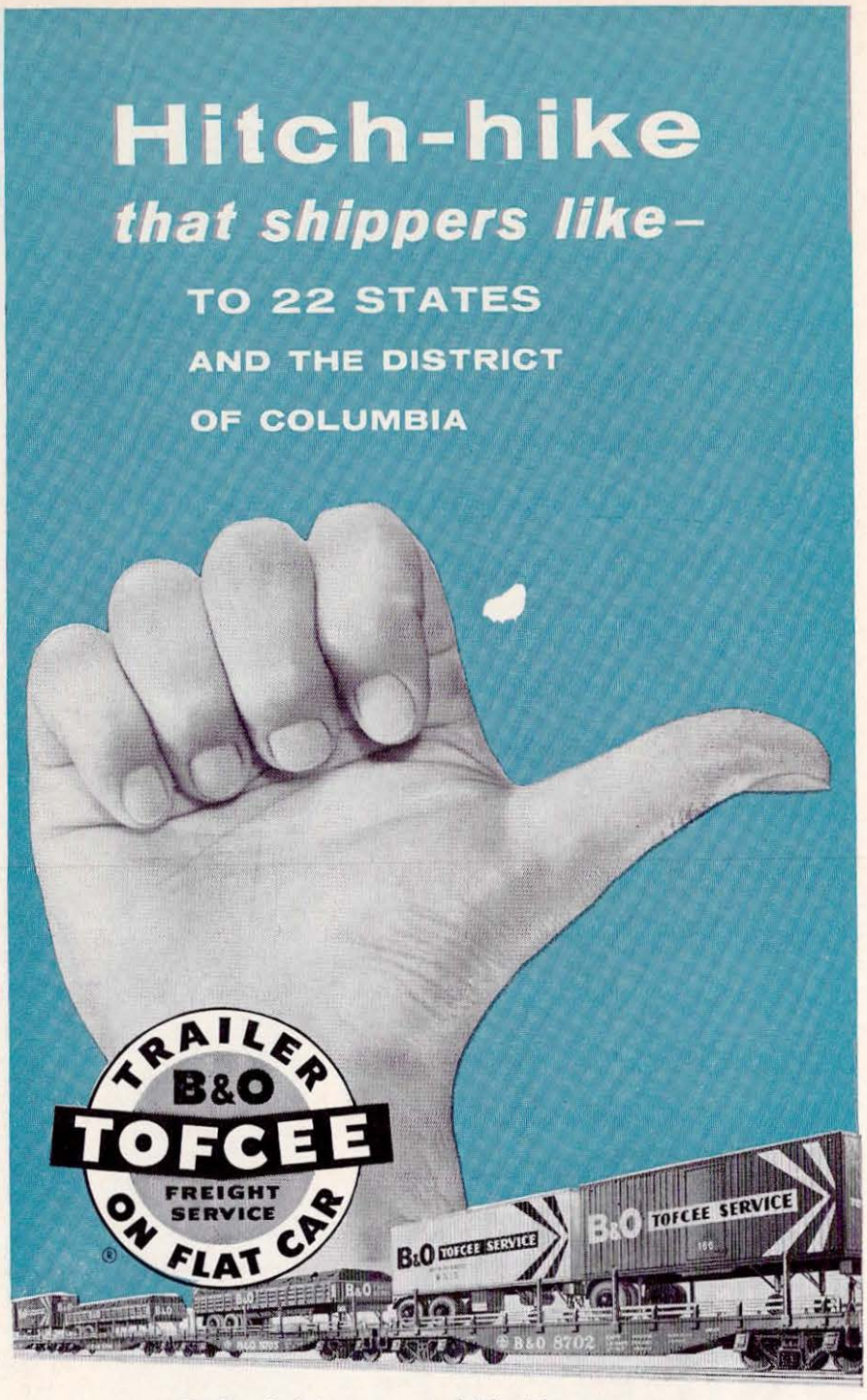
"Where, as here, the railroads and shippers and receivers of freight unite in asking that a particular thing be done; when that thing is manifestly for the interest and convenience of all concerned, when no harm can result, but when, upon the contrary, the fundamental purposes of the act will be promoted, this examiner is of the opinion that the Commission should administer the act so as to permit it to be done."

Pennsylvania Needs a Year To Upgrade Car Fleet

It will take the Pennsylvania "more than a year at best" to get its freight car fleet in a "reasonable state of repair," says PRR President James M. Symes.

Mr. Symes told a Baltimore, Md., audience that at the beginning of 1959 almost one in four of the road's 174,000 cars were stored in bad order. He added: "At present-day prices that's about one-third of a billion dollars worth of equipment lying idle—over 40,000 cars that should be ready to serve the shippers and earn us a return on that investment."

Pointing out that the PRR's rate of return on investment in 1958 was just over one-tenth of one per cent, he said the poor earnings situation had prevented the railroad from maintaining its freight and passenger fleets in readiness for peak loads of business.



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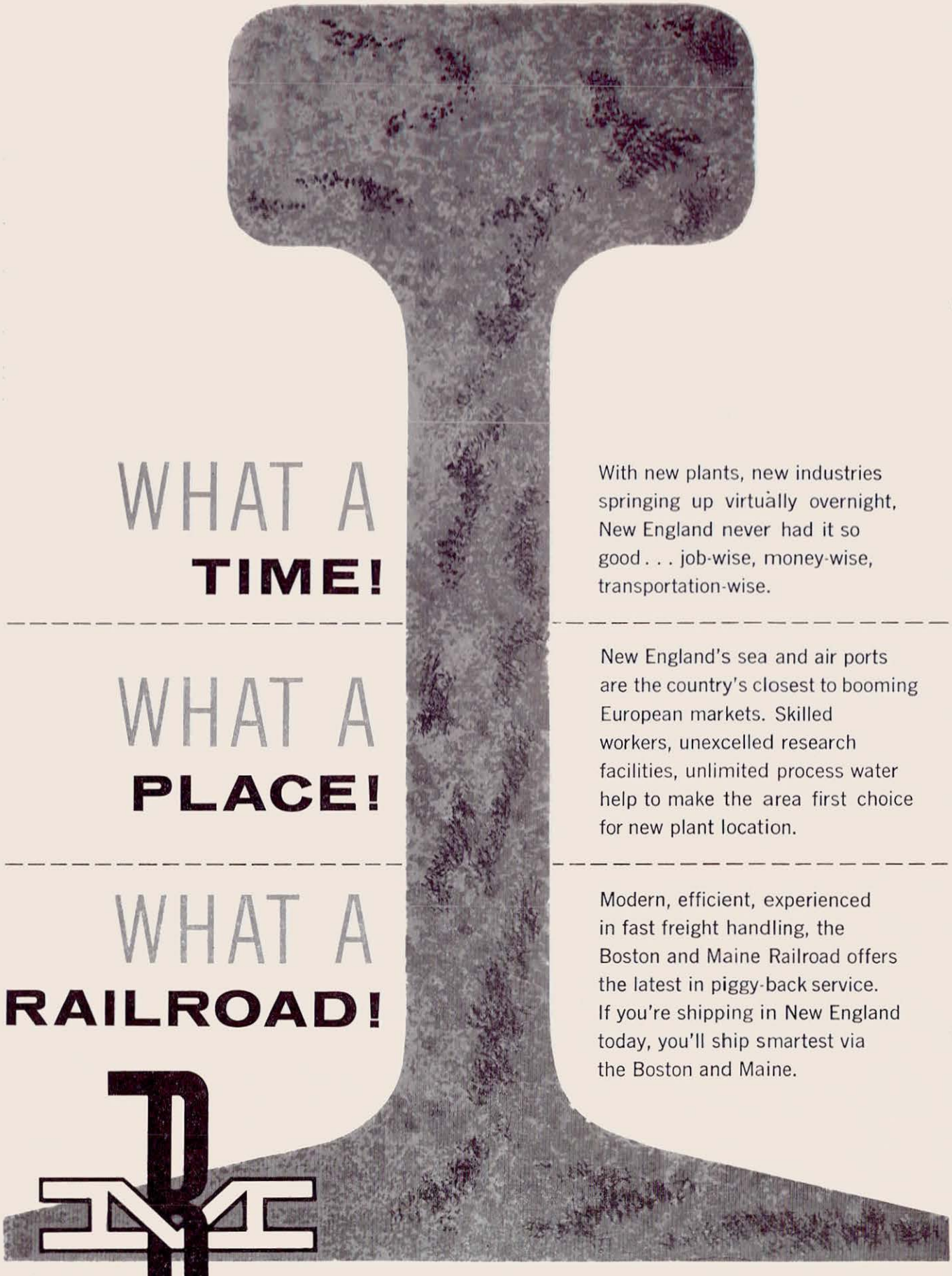

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WHAT A
RAILROAD!

Modern, efficient, experienced in fast freight handling, the Boston and Maine Railroad offers the latest in piggy-back service. If you're shipping in New England today, you'll ship smartest via the Boston and Maine.

BOSTON and MAINE RAILROAD

People in the News

CHICAGO & EASTERN ILLINOIS.—Arthur J. Lahey, traveling agent, promoted to general agent, Chicago Heights, Ill.

FLORIDA EAST COAST.—J. M. Wolfe has been appointed assistant chief engineer, St. Augustine, Fla. Due to a printer's error in the Railway Age of Feb. 9, p. 34, Mr. Wolfe's new title was given as chief engineer.

MILWAUKEE.—S. E. Pilson, general agent passenger department, Chicago, appointed division freight agent, Milwaukee, succeeding **Frank Hagendorn,** retired. **G. W. Hyett,** assistant general agent passenger department, Chicago, named to succeed Mr. Pilson.

MONON—Van C. Hall appointed director of personnel, succeeding **M. E. Strother,** who retired Jan. 31.

READING.—William C. Gramm, assistant auditor of disbursements, named auditor of disbursements, Philadelphia, succeeding **Joseph A. Mickey,** retired. **Claude H. Bean,** assistant to auditor of disbursements, appointed assistant auditor of disbursements. **John C. McGinn** succeeds Mr. Bean.

Richard C. Smith, assistant engineer buildings, Philadelphia, appointed engineer of buildings there, succeeding **C. L. Wenkenbach,** who retired Jan. 31.

OBITUARY

Oliver D. Nelson, senior vice president, **Minneapolis, Northfield & Southern,** Minneapolis, died Feb. 12.

Supply Trade

The following promotions have been announced by the **Simmons-Boardman Publishing Corporation: Duane Salisbury,** director of corporate sales, promoted from vice president to executive vice president; **J. W. Kizzia,** executive editor of Simmons-Boardman railway publications, and **M. J. Figa, Jr.,** production director of all Simmons-Boardman magazines, promoted to vice president.

Raymond T. Leary, sales manager of the Distributor division of **Cornell-Dubilier Electric Corporation,** South Plainfield, N.J., has been elected a vice president.

Derrick L. Brewster, assistant general sales manager, **Inland Steel Company,** has been named general manager of sales, to succeed **Robert M. Buddington,** promoted (RA, Feb. 2, p. 34). **Frederick G. Jaicks** has been appointed general manager of the Indiana Harbor Works, East Chicago, Ind., succeeding **F. M. Rich,** appointed vice president in charge of steel manufacturing (RA, Feb. 2, p. 34).

Herbert A. May, senior vice president of **Westinghouse Air Brake Company,** has retired from that position, but continues as a director.

Industrial Traffic

Cadillac Associates, Inc., 220 South State st., Chicago 4, has formed a new division to deal exclusively with placement and procurement of traffic executives on a nationwide basis. The new division is headed by **Donald R. Jones,** who has been in traffic work for 14 years, in positions ranging from freight solicitor to rate supervisor.

William F. Swanson has been appointed traffic representative for the new **United States Gypsum Company** traffic office at Oakland, Cal. He will be in charge of expediting rail carload shipments from company plants at Plaster City and Midland, Cal., and Empire, Nev.

W. V. Criddle appointed manager of traffic, **Union Oil Company of California,** succeeding **L. C. Monroe,** who retires Feb. 28.

B. A. Springrose, general freight traffic manager for **Cargill, Inc.,** named chief transportation consultant to the firm's executive committee. He will work with **Sumner B. Young,** special counsel to the committee. **Robert P. Post,** assistant general freight traffic manager, named general freight traffic manager. **James V. Springrose,** branch traffic manager, Chicago, named Mr. Post's assistant. **William J. Phippard,** traffic chief in St. Louis, appointed branch traffic manager, Chicago. **W. Duane Zadach,** assistant to Mr. Phippard takes over managership in St. Louis.

R. Kirk Jones named traffic and transportation manager, **Dunlop Tire & Rubber Corp.,** Buffalo, N.Y., succeeding the late **Urban C. Fischer.**

Arthur H. Brown, traffic manager, **St. Regis Paper Company,** New York, appointed general traffic manager.

Walter B. McKinney, Jr., appointed general traffic manager of **Merchants' Warehouse Company,** Philadelphia, succeeding **E. C. Heid,** retired. Mr. McKinney was formerly manager of Delaware Valley Warehouse Co., Trenton, N.J., and is succeeded there by **William C. Lowry, III.**

Gail R. Gordon, traffic specialist, retired Jan. 31 from the **Container Corporation of America.**

Carl Buchheit, traffic manager, **Ralston Purina Plant,** Bloomington, Ill., has been transferred to St. Louis as Central division traffic manager.

National Can Corp. has established two new divisional traffic offices. **Joseph W. Hepburn** appointed traffic manager, Central division, Chicago, and **Joseph L. Rich,** traffic manager, Atlantic division, Baltimore.

Walter J. Dennis, traffic manager for **Marshal-Wells Co.** until its liquidation, has opened his own office as freight traffic consultant. The new firm is Dennis & Co. Distribution Counselors, 2045 S. E. 130th Avenue, Portland 33, Ore. **Mrs. Selma Gress,** a former assistant, will be associated with Mr. Dennis.

New appointments in the traffic department of **Kaiser Steel Corp.,** Oakland, Cal., are: **James H. Mullen,** manager of rates; **William P. Pierce,** manager of service; and **Donovan D. Day, Jr.,** supervisor of export traffic.

Robert B. Brown, materials handling director for the **National Retail Lumber Dealers Assn.,** Washington, D.C., has resigned to become special representative for the Materials Handling Division of **Yale & Towne Manufacturing Co.**

Marcel Solay, traffic manager for Mason, Au & Magenheimer, elected chairman of the **Manufacturing Confectioners Traffic Conference.** Other officers elected are: vice chairman, **H. Endroll,** Hollywood Candy Co.; secretray-treasurer, **B. A. Carolan,** Henry Heide Inc.; assistant secretary-treasurer, **G. F. McComb,** Mars, Inc.

Edward K. Martin, general traffic manager of Willys Motors, Inc., elected chairman of the **Traffic Committee of the Automobile Manufacturers Association.**

Joseph A. Ackermann named sales manager and **John A. Draxler,** chief engineer of the **Elwell-Parker Electric Co.**

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Duane Salisbury

J. W. Kizzia

M. J. Figa, Jr.

Raymond T. Leary

You Ought To Know...

A "rate war" could be the result of new volume rate reductions proposed by the railroads, says J. Robert Cooper, president of the American Trucking Associations. He told reporters in Dallas, Tex., that shippers can "probably" expect truck freight rate increases soon—but said rates on selected big volume traffic would be held to present levels or possibly reduced pending ICC decisions on proposed rail rate reductions.

Santa Fe, second safest railroad on which to work in 1957, according to the National Safety Council, aims to maintain its excellent rating. Some 150 Santa Fe officers, headed by Vice President—Operations C. R. Tucker, recently completed a day-long session devoted to accident prevention methods. Management's goal, Mr. Tucker declared, is "total accident prevention by alertness to see conditions that could lead to accidents and correction of them before accidents occur."

"Unrealistic" and "fictional" are charges the AAR is making through a subcommittee against a report by the U. S. Corps of Engineers recommending the expenditure of $274,801,000 for the development of the Alabama-Coosa River system for navigation and power purposes. AAR challenged traffic estimates on several grounds.

Help for the "sick" dollar is being sought by A. L. M. Wiggins, chairman of the board of Atlantic Coast Line. So far, he has sent about 40 silver dollars to Congressmen, economists and financiers with a message that reads in part: "This dollar is ill from a disease called 'inflation.' The further spread of this disease may destroy it. Effective remedies are well known. They can be administered only by the American people."

Coal is now moving between Grove City, Pa., and Ashtabula, Ohio, under a joint rail-truck rate. Bessemer & Lake Erie hauls the coal to Conneaut, Ohio, where it is transferred to trucks and moved about 12 miles to the Electro-Mat plant of Union Carbide and Carbon Corp. at Ashtabula.

Meal coupon books are now being sold by Santa Fe for use by passengers on the hi-level coach streamliner "El Capitan." El Capitan Dining Club coupon books for five meals cost $10 for adults, $5 for children under 12. Savings: approximately 20% under top menu prices.

New York Central's second big CTC project is now completely in service between Toledo, Ohio, and Elkhart, Ind. The dispatcher controls switches and signals on the 133 miles of double track from a small pushbutton console in the Toledo passenger station. Sections of three and four-track mainline were reduced to two-track with power crossovers located for flexibility of train operation. NYC goal is double-track mainline New York to Chicago, all under CTC operation, and will probably be reached by 1964. CTC now authorized for 1959 includes a $4,000,000 project between Toledo and Cleveland, 130 miles, and interlocking consolidation in the Toledo terminal area.

Unification of all metropolitan public and private mass transportation facilities has won support from the Chicago Real Estate Board. The group's proposal involves creation of metropolitan transportation districts, which could lease or purchase existing lines. Whatever public financing might be needed, the Board recommended, should be drawn from all segments of the economy, since "transportation benefits everyone in the area."

Railroads apparently lost more business to truckers during the recession than many of them realized, says Delaware & Hudson President William White. "If the recession is over," he said in New York last week, "it's obvious that it's not over for the railroads in the East."

Safety records made news last week on three major western lines. For 1958, the tabulations showed that:

► Northern Pacific posted the second best safety record in its history—4.11 injuries per million man-hours worked, vs 3.12 injuries during 1957. Rocky Mountain Division won the President's Safety Award with a 1.86 ratio.

► Milwaukee's "most completely automated" territory—the Iowa Division—topped 13 other divisions with no fatalities and four reportable injuries in more than 2,000,000 man-hours worked.

► Illinois Central's Memphis Division, in ninth place in 1957, posted the best divisional safety record last year—4.61 lost-time injuries per million man-hours.

The 10,000th PS-3 hopper car from Pullman-Standard's production lines at Bessemer, Ala., has been delivered to the Louisville & Nashville—part of a 3,000-car order being built at Bessemer for the L&N. Other P-S all-welded standardized cars which have passed the 10,000 mark include the PS-1 box car (90,000) and the PS-2 covered hopper (nearing 14,000).

Railroads employed 810,675 persons in mid-January—an 8.31 per cent decrease from the January 1958 figure and a 1.61 per cent decrease from December 1958. Biggest drop from a year ago was in maintenance of way and structures employees (14.41 per cent); smallest was among executives, officials and staff assistants (5.94 per cent).

Electrification was extended to an additional 320 miles of track in France last year, bringing the total of electrified lines to almost 4,000 miles. The 16 per cent of SNCF's network now electrified carries 47 per cent of all SNCF traffic.

More than $1 billion in retirement, survivor, unemployment and sickness benefits was paid out in 1958 under the Railroad Retirement and Unemployment Insurance Acts. It was the largest sum ever paid out in a single year. The breakdown: retirement benefits, $571,000,000; survivor, $174,000,000; unemployment, $229,000,000; and sickness, $52,000,000.

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Big Step Forward by AAR

There could scarcely be any better news for railroaders than the speech AAR President Dan Loomis made in St. Louis on February 11 (see last week's RA, p. 9). Now, for the first time, the railroads are united in a determined effort to modernize their working rules. The "railroad program" is no longer fractional, with significant omissions—now it's all-out.

As Mr. Loomis said, the working rules are costing the railroads $500 million annually—for work not done or in paying twice for the same job. But modernizing the rules wouldn't be money out of labor's pocket. The $500 million would, without much question, still be spent for wages. It would go in pay for useful work, not for waste.

That money will help a lot in putting men to work repairing cars and track; and in improving service.

•

This is the first time the Association of American Railroads has taken leadership in a question of labor relations. It is a healthy innovation—especially since it heads up in President Loomis, who has had such a distinguished career in this field. His record has won the esteem, not only of his colleagues on the management side, but of the labor executives as well. It just isn't possible to portray him successfully as "anti-labor."

Mr. Loomis' outline of the program for reform of the "horse and buggy" working rules was temperate and factual. The employee who gets paid for unneeded work, or who gets a day's wages for two hours' work, is not a racketeer. He didn't make the rules. They were inherited—as we pointed out in the first comprehensive exposure of the inequity of these rules in our Mar. 24, 1958, issue. We called our report "The Trap," because that is what the rules are—injuring employees and employers alike.

The railroad employees who are most deeply involved in the working rules problem are at the heart of the railroad business. Mr. Loomis said:

"I am not attacking railroad labor. There is no more able or conscientious work force in any industry in the nation. I am, however, attacking and condemning the deadly rules our workers must work by—rules which limit their creative ability and their output and detract from their dignity—rules which are thoroughly un-American in concept and economically destructive in practice."

•

Of greatest significance, also, to railway labor is the fact that the railroads are not seeking to remedy the ills that beset them, solely by achieving more reasonable working rules. They are attacking *all* the obstacles to railroad prosperity.

Other parts of the all-out program include: (1) the insistent demand for ending tax inequality with other forms of transportation (and for their self-support by user charges); (2) freedom of the railroads to make competitive rates, regardless of the effect on their rivals; (3) terminating (or greatly reducing) the passenger service deficit. If the railroads succeed in this program, along with modernizing their working rules—there'll be no "railroad problem." A prosperous and growing industry has no unemployment problem either.

YOU SAID IT, DAN!: There's a viewpoint in Mr. Loomis' address that every railroad officer and employee would do well to reflect in his own thought and action. He said: "I did not become president of the Association of American Railroads to nurse this proud industry through its last illness. Railroads remain critically ill, but they have started on the road back . . . . We are not going to be content with half-way measures . . . ."

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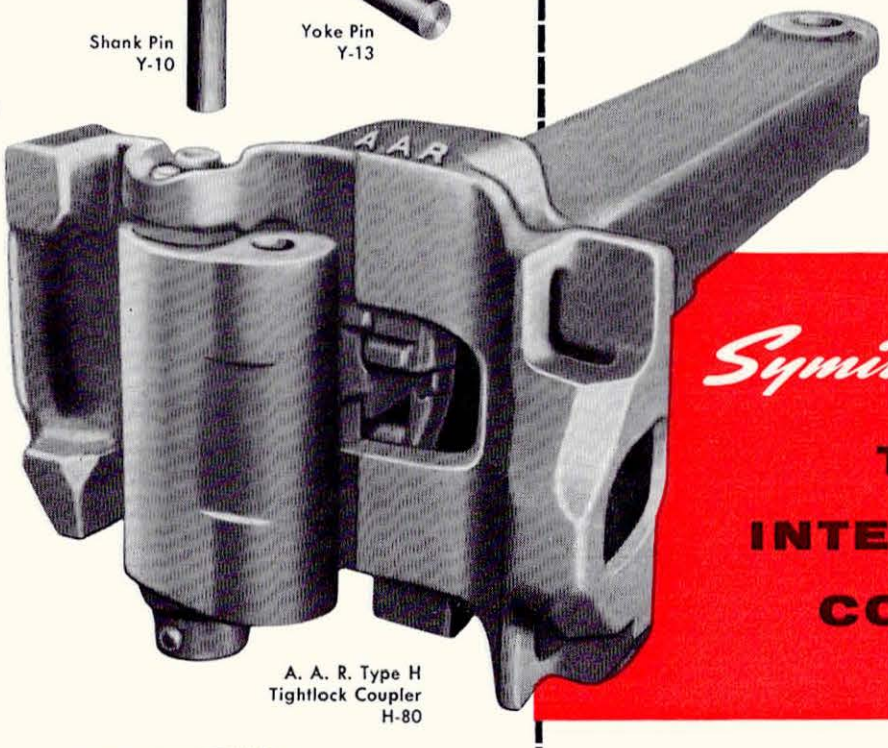

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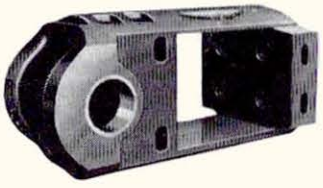

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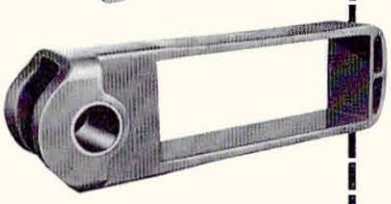

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